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Meat Packing and Allied Industries

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Provisioner

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Meat Packing and Allied Industries

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An Undeveloped Market for Meat Products

Phenomenal Growth of Food Service in Institutional Field Provides Opportunity for the Meat Industry

I—The Facts About This Market

What is the institutional market?

Does it have any interest for the meat industry?

The institutional market is that rapidly-growing group of food buyers made up of hotels, clubs, restaurants, dining cars, schools, hospitals, steamships, public institutions and industrial restaurants—in all of which food is served to the public.

Some are designed as money-making institutions; others are strictly service. All contribute to the size of the "institutional market."

Enormous Food Consumption

The scope of this market is increasing rapidly, because more and more people are looking to these agencies for their meals.

The hotel industry is said to have doubled its size in the past decade. Fourteen per cent of all the meals eaten in the United States are eaten in hotels and restaurants. In large cities the number is said to reach as high as 25 to 35 per cent.

Modern methods of living are contributing to this growth to an increasing degree annually.

The annual food bill of the institutional market is said to total six billion dollars. Is the meat man getting his proportionate share of this trade?

How much effort is being made by packers, wholesale meat dealers, sausage makers and other meat food manufacturers to increase their business in this field?

Does Meat Trade Get Its Share?

Are they making the kind of effort that will bring results?

Just trying to sell more meat won't turn the trick. The institutional market needs to be shown new uses and new ways of serving meat so it will increase it meat buy.

It is claimed that one purveyor of prepared fruits doubled its sales to hotels by advertising this fruit as a part of other dishes. Meat is especially adapted to this type of advertising.

One way for the meat packer to improve his total income is to increase the demand for the less expensive cuts of meat. The institutional market would seem to offer an ideal field for this development.

Good Chance for Cheaper Cuts

To interest this market it will be necessary to show the right way to cook the different meat cuts, and to indicate the many combinations in which meat can be used.

For instance, if corned beef lends itself to many other uses besides corned beef-and-cabbage and corned-beef-hash, much more corned beef could be sold if the buyer were shown new ways of using it.

And so it is with all meats and meat cuts. Wider education in their use, and in their combination with other foods, will mean a wider demand for these cuts.

The sausage maker knows that with the coming of the fall and winter months there is a demand for pork sausage to serve as a breakfast meat with pan cakes. If more such appetizing combinations could be worked out there would be less of seasonal demand

Here's Business

Did you know that 21 per cent of all meals eaten in the United States today are served in institutions?

That while population has increased 2 per cent a year, the restaurant business has grown 10 per cent a year?

That the hotel business doubled in size in ten years. Each hotel is now feeding 20 to 100 per cent more people than formerly.

Hotels and restaurants serve nearly 20 BILLION meals a year.

They pay nearly 6 BILLION dollars a year for food, of which 2 BILLIONS IS FOR MEATS.

Should it be more? If so, how can it be done?

This series of articles will attempt to answer that question.

for certain meats, and more of a general demand for all meats.

The following article is devoted to a picture of what constitutes the institutional market. It is the first in a series on "Merchandising Meats to the Institutional Field," prepared for THE NATIONAL PROVISIONER by a recognized expert in that field.

The Institutional Market

By J. O. Dahl

Director, Institutional Food Bureau.

"We have 369 men who do nothing else but call on every place that serves more than twenty-five meals a day," said the sales manager of an unusually successful food products company.

His success in the field proves that the institutional market is not only one of great importance at the present time (21 per cent of all meals eaten are served in institutions) but that it is growing more rapidly than the small unit sales in home markets.

This is an age of "eating out." Population is increasing at the rate of about two per cent a year, but the restaurant business has been growing at the rate of about ten per cent annually. From present indications this growth will continue.

Hotel and Restaurant Growth.

The hotel industry has doubled in size the past eleven years. And each individual hotel is feeding from twenty to a hundred per cent more people than formerly.

Economic conditions have forced them to make a profit on food sales. As a result they have built popular-priced dining rooms, which cater to street trade as well as to their own guests.

In hotels and restaurants alone are being served 14 per cent of all meals eaten in the United States. In the average city from 18 to 22 per cent of all meals are served from this group. In large cities the percentage often amounts to from 25 to 35 per cent on all meals.

With the great increase in apartment and residential hotel dwelling there is every reason to believe that *within ten years hotels and restarants in such cities as New York and Chicago will serve half of the meals eaten in the community.*

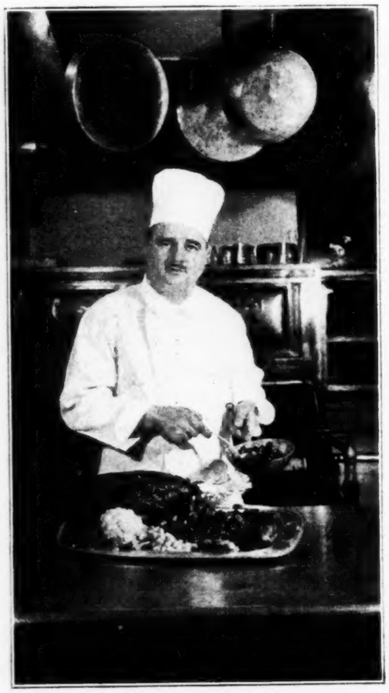
With the tendency toward group dwelling has come a greater appreciation of hospital service. Smaller homes make it essential for the sick to use hospital service.

Hospital and Club Expansion.

The modern hospital is totally unlike the old, forbidding place of our childhood. In the main, hospitals serve primarily the well-to-do class of people who pay liberally for American plan hotel service, to which is added medical, surgical and nursing care, plus professionally trained dietetic supervision.

The present period might be described as an era of humanization of hospitals, and along with refinements of architecture, interior decoration and other improvements there have been just as great strides in the matter of food service. Here there is a serious and intelligent effort to contribute to the psychological welfare of the patient, and hence food quality is a prime consideration, as are also the refinements of food service.

Club hotels, country clubs and athletic clubs are patronized by the upper strata of American men and women.



HE HELPS TO POPULARIZE MEAT.
The new age of French-American culinary art in our large hotels is exemplified by Roger Cretaux, chef-steward of the Hotel Roosevelt, New York City.

Note the profusion of fresh vegetables which make this meat dish acceptable on summer menus.

Canned vegetables would make it less expensive as a year-round dish in any type of institution.

Clubs offer every comfort and convenience of a hotel, plus athletic features which many hotels are now learning to furnish. Americans are learning to play, and with the increase in wealth they can afford to maintain the many new clubs that are being built each year.

Catering for Employes.

Industrial and school feeding is growing in importance. Most of the largest manufacturers—and many banks and commercial houses—now have catering facilities for employees. School lunch rooms are found in most new schools, and any number of schools and colleges have courses in quantity cooking—to teach women how to run the many new catering departments.

Many of these women go into the strictly institutional field, which includes asylums, prisons and other places where people are fed in groups.

The great variety of such institutions is indicated by the following list, which shows the kind and number of group feeding outlets in an average city of 25,000:

Institutions in an Average City.

No.	Institution	Meals Served Daily
9	Hotels	1,100
27	Commercial Restaurants	8,500
5	Tea Rooms	525
1	Lunch Car	160
4	Drug Stores	625
1	Department Store	185
2	Churches	150
5	Dining Cars	125
1	Commercial Club	300
1	Fraternal Club	125
2	Billiard Parlors	350
1	Gas Station	125
1	Butcher Shop	75
1	Depot	150
2	Hospitals	650
1	Jail (City)	75
2	Roadside Stands	125
1	Farm House	25
18	Boarding Houses	450
1	Y. M. C. A.	125
1	Y. W. C. A.	150
4	Candy Stores	50
1	Salvation Army	35
3	Schools (Downtown)	1,600
3	Orphan Asylums	275
2	Homes for Wayward Girls	50
1	Soldiers Home	40
4	Fraternity Houses	225
1	Convent	60
2	Parochial Schools	150
1	County Jail	45
1	Detention Hospital	25
5	Private Sanitariums	175
2	Bakeries	215
1	Delicatessen	50
1	County Home	60
1	Industrial Cafeteria	75
1	Theatre	125
1	City Market	75
1	Dance Hall	115
1	Boat House	90
1	Country Club	165
1	Park Stand	50
	Total meals served daily	18,485

Commercial and Non-Commercial.

These institutions can be properly classified into two general groups, commercial and non-commercial.

The commercial group makes a business of selling food for consumption on the premises. In this classification are

hotels, restaurants, clubs, dining cars and a large percentage of industrial restaurants. Their success is dependent largely upon the quality of their food, and the way it is served.

Non-commercial institutions are made up of schools, hospitals, steamships and institutions. Students, patients, passengers or inmates take what is placed before them. Partial exceptions to this are found in some of the more modern hospitals, schools having student cafeterias or tea rooms, and on a few de luxe boats.

In the non-commercial group there is very little individual or a la carte preparation. An exception is diet kitchen preparation in hospitals.

The Institutional Field.

The latest available statistics show that there are 163,850 institutions grouped as follows:

30,000	Hotels (8,500 over 50 rooms in size)
90,000	Restaurants (20,000 serving over 500 meals a day each)
7,200	Hospitals
9,000	Clubs
15,000	Schools
4,200	Industrial Restaurants
1,000	Dining Cars
850	Steamships
6,600	Public Institutions
163,850	quantity food outlets (excluding boarding houses, circuses, carnivals, railroad and construction camps, road stands and wayside tea rooms.)

Nearly 20 Billion Meals a Year.

It is estimated that hotels and restaurants alone serve 19,436,150,000 meals a year and pay out $5,830,875,000 a year for food—about 33.78 per cent or $2,000,000,000 of which is paid out for meat products.

Hospitals buy $43,070,000 worth of meat annually.

In my book "Kitchen Management" I quote figures from Horwath and Horwath, the leading hotel and restaurant food accountants, which show that the following percentages of raw food costs cover the purchases of meats in hotels and restaurants:

Percentage of Meat Costs.

Hotels: 1,000 rooms	36.06
400 rooms	31.19
150 rooms	33.81
Large cafeterias	28.11
Medium sized restaurants	44.37
High class restaurants	31.57
Small lunch counters	31.32
Average	33.78

The institutional market, unlike the general market, is concentrated in the larger centers of population.

In most cases it is a quality as well as a quantity market, but it also offers an excellent opportunity for the sale of less-demanded cuts which can be made into delicious and saleable dishes.

To Get the Business

Eight important factors have been listed as necessary to consider in increasing sales of meats to the institutional market.

These are

1. **The price factor.**
2. **Quick delivery.**
3. **Ease of preparation.**
4. **New uses.**
5. **Wholesomeness.**
6. **Good appearance.**
7. **Ease of storage.**
8. **Quantity recipes.**

Some are of more importance to one type of institution than another. All are of some importance to every type of buyer in the institutional market.

How these considerations can be successfully met in advertising and merchandising meats in the institutional market is worthy of consideration by everyone manufacturing and selling meats and meat products.

They will be discussed in detail in this series of articles in THE NATIONAL PROVISIONER.

This is one of the merchandising problems which will be included in other articles in this series of discussions on how to stimulate sales in the undeveloped institutional market.

In the next article in this series Mr. Dahl will discuss the effect of the changed methods of living on food habits.

WESTERN BUSINESS IS GREATER.

The volume of business activity in Midwest territory in the last three months of this year will be approximately seven per cent greater than in the same months a year ago. This is the summary of the detailed forecasts made at the seventeenth regular meeting of the Midwest Shippers' Advisory Board at Springfield, Ill., on Oct. 10.

Comparing the probable rail shipments in October, November and December, 1928, with the actual figures in the last quarter of 1927, the largest increase, amounting to over one hundred per cent, is expected in the movement of fresh fruits. Potato shipments will show the next largest increase, the anticipated movement being eighty per cent in excess of the last three months last year. Accompanying this increase in these farm products, there is an increase of around eleven per cent predicted for agricultural implements. Increases of ten per cent are forecast for the shipments of cement, clay, gravel, sand and stone, iron and steel, and petroleum and petroleum products. Grain follows close behind, with an expected increase of 9½ per cent over the closing quarter of 1927.

Coal and coke and lumber and forest products will both show an increase of between seven and eight per cent, while a five per cent growth is expected in the movement of flour, meal and other mill products, castings, machinery and boilers, and lime and plaster. Other commodities whose shipments are expected to increase, though by less than

HANDLING MEAT IN A RESTAURANT KITCHEN.

Most hotels, restaurants and institutions serving over 500 meals a day have some kind of a butcher shop. Others have a garde manger where meats are prepared for the cooks.

This is in the kitchen of the Pangborn Cafeteria, Fort Worth, Texas.

five per cent, are brick and clay products, paper, printed matter and books, chemicals and explosives, and canned goods.

Shipments of salt and of sugar, syrup, glucose and molasses will be approximately the same as a year ago.

Decreases in activity were anticipated in six lines. First, the movement of hay, straw and alfalfa is expected to decline about one-fifth. Shipments of fresh vegetables, other than potatoes, will drop fifteen per cent below the last three months of 1927, while similar reductions of about eight per cent are forecast for live stock and poultry and dairy products. The movement of ores and concentrates will be about five per cent off, and shipments of fertilizers will show a slight decline.

REPUBLIC IN NEW PLANT.

The Republic Food Products Company, Chicago, moved into its new home at 47th Street and Turner Avenue on October 1.

This modern plant, costing a quarter of a million dollars, is devoted exclusively to the packing of meats in tin and glass. The company was among the first to recognize consumer demand for meats in packaged form, and has met that demand with quality products.

Quality and service have constituted the foundation on which this rapidly growing business was built. In the new plant every particle of meat and every container is handled automatically, it is prepared for the cans in kitchens flooded with daylight. All machinery is of the latest and most sanitary type, and the employes are immaculate in blue and white uniforms.

The officers of the Republic Food Products Company are: Ed. T. Clair, president; J. E. Clair, vice-president; and John M. Clair, secretary and general manager.

PRICE BACK FROM ABROAD.

W. F. Price, general manager of the Jacob Dold Packing Co., Buffalo, N. Y., returned last week with Mrs. Price from a visit of several months abroad, the object being for Mr. Price to recuperate from a severe illness and operation.

"We had a wonderful trip and both are feeling fine, says Mr. Price in a letter to THE NATIONAL PROVISIONER. That ocean voyage was just what I needed to recover from that scratch the doctors gave me when they extracted that busted appendix. A few days at sea made me feel like a new man, and I have not had an ache or pain since."

He is now back on the job and hopes to meet his friends at the packers' convention at Atlantic City.

Packers' Big Day at New York

Seven outstanding industrial leaders have accepted invitations to speak at the Conference of Major Industries which will be held at the Columbia University, New York City, on Wednesday, October 24, as the closing event of the packers' convention. Among the speakers will be Charles F. Kettering, president of the General Motors Research Corporation. Mr. Kettering will discuss the current situation in the automobile industry.

The Conference is being held under the auspices of Columbia University and the Institute of American Meat Packers, with the cooperation of the Chamber of Commerce of the State of New York and the Merchants' Association of New York.

The other speakers at the Conference and the subjects they will discuss will be: Franklin D. Roosevelt, president of the American Construction Council, "Building and Construction;" Harold H. Swift, vice-president of Swift & Company, "Meat Packing;" Myron C. Taylor, chairman of the finance committee, United States Steel Corporation, "Iron and Steel;" Charles F. Kettering, president of the General Motors Research Corporation, "Automobiles;" Walter S. Gifford, president of the American Telephone & Telegraph Company, "Communication;" Frank B. Noyes, president of the Associated Press and president of the Washington Star, "Printing and Publishing;" and Charles E. Mitchell, president of the National City Bank, New York City, "Finance."

The Conference will be followed by a Dinner to Pioneers of American Industries. The following industrial pioneers will be guests of honor:

Automobiles, Henry Ford.

Aviation, Glen H. Curtiss and Orville Wright.

Invention, Thomas A. Edison.

Iron and Steel, Charles M. Schwab.

Merchandising, Julius Rosenwald.

Photography, George Eastman.

Rubber, Harvey S. Firestone.

The speakers at the dinner will be Lord Melchett, Chairman of Imperial Chemical Industries, Ltd., London, England, and Nicholas Murray Butler, President of Columbia University. Dr. Butler will introduce the pioneers, and Mr. Schwab will respond on their behalf.

PACKERS CONVENTION SPECIALS.

A special convention train from Chicago to Atlantic City for the packers' convention, as well as a special train from Atlantic City to New York, is assured.

The Chicago-Atlantic City special train will leave Chicago on Thursday, October 18, and arrive in Atlantic City Friday, October 19, at 9:30 a. m. It will leave Chicago from the Union Station at 1:00 p. m. It will stop at the Englewood station at 1:15 p. m.

The special train will stop at Fort Wayne, Ind., and at Pittsburgh. Members living east and south of Chicago may arrange to join the train at one of those points if convenient.

At the close of the meetings in Atlantic City on Thursday, October 23, a special train will be operated to New York City for those planning to attend the Conference of Major Industries and the Dinner to Pioneers of American Industries. This train will leave Atlantic City Tuesday, October 23, at 6:00 p. m., arriving in New York City at 9:15 p. m. of the same day.

A reduced rate of one and one-half fares for the round trip to Atlantic City on the certificate plan has been authorized for the convention from all territories, provided 250 or more of such certificates are presented by the members to the validating officer at Atlantic City.

Persons who wish to make reservations on the trains from Chicago to Atlantic City, and Atlantic City to New York, or who desire information concerning the trains, should communicate with W. J. Callahan, room 1238, 33 South Clark Street, Chicago, who is handling advance train reservations.

DAVISON DESERTS BACHELORS.

Homer T. Davison, assistant vice president of the Institute of American Meat Packers, was married in New York City on October 2 to Miss Mary Manson of New York. The ceremony was performed at the Little Church Around the Corner by the rector, Dr. Butman. Mr. and Mrs. Davison will be at home to their friends in Chicago after May, 1929. Mr. Davison's host of friends throughout the industry—in which he has been one of the prize bachelors—will be surprised at this good news.

OCEAN FREIGHT RATES.

Ocean freight rates prevailing during 1928 may be extended through 1929 according to the offer made exporting packers by the North Atlantic U. K. Conference. These rates, which were put into operation at the beginning of 1928, succeeding the higher rates in effect previously, are as follows: ordinary space, 45c per cwt. (except casings and canned goods, 50c); 35 to 40 deg. space, 70c per cwt.; 26 to 30 deg. space, 75c per cwt.; 18 to 20 deg. space, $1.10 per cwt.

Chain Store Problem in the Meat Industry

Packer and Meat Retailer Alike Face Situation Which Calls for Some Serious Self-Examination

The entrance of the chain store into the meat field has created many new merchandising situations which have had an influence on the distribution practices of both packer and retail meat dealer.

Many chains have operated and some are still operating on a price-cutting basis, and have attracted trade to their stores on a price appeal.

Chain store managements are now beginning to inquire why returns have not been as good as they seemed, or as they should be.

What have they found?

They found—just as the packer himself should see in his own case—that price appeal alone is somewhat out of date, and that it takes scientific merchandising to maintain or improve volume.

Competition between chains is becoming keen. It is often sharper than the competition between chains and individual ownership.

Compete with Each Other

The time when the few chains competed with the independent dealer is rapidly passing. The chains now have each other to face, and it may be a case of the "survival of the fittest."

When chain store methods have been better than those of the individual retailer, they have survived and he has disappeared.

Efficiency, service and good merchandising will win if the store is properly located. Sometimes the struggle is a hard one, until the fad of the new store has passed and consumer buying settles down once more.

So much for the retailer. How about the packer?

Packer and Chain Store

Where the chain store has been a troublesome customer for the packer, whose fault is it? Here are some questions he may be asking himself:

Can the chain be blamed for buying at the lowest price it can get?

On the other hand, can anyone force the packer to sell for less than cost?

Why should one packer sell below another, just to get volume?

Is the packer's problem one of the chain store, or of the packer's merchandising methods?

How much is there to the theory that if the packer does not sell at a low figure to the chain, then the chain may produce its own meats?

Will Chain Stores Become Packers?

The job of the chain store is retailing.

When they begin to manufacture they create new problems for themselves—not only manufacturing problems, but retail problems. Wise chain store management will hesitate to create any more of these problems than necessary.

Meat properly handled and merchandised is a better money maker for the chain than many grocery lines.

Naturally this meat is bought at the best price possible.

But competition has developed to such a point that the chain cannot sacrifice too much to price.

Successful chain store management recognizes good business principles just as quickly as do packers. Perhaps a little quicker, or they would not be in existence.

An interesting talk on the situation developed for both packer and meat retailer by the entrance of the chain store into the meat field was given by Howard W. McCall, of J. H. Allison & Co., Chattanooga, Tenn., at a recent meeting.

Chain Store in Meat Field

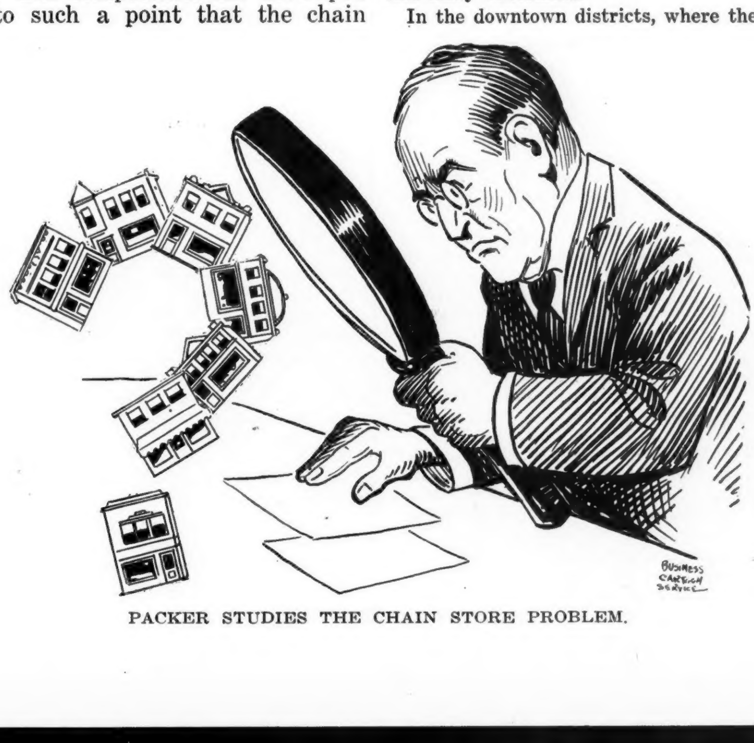
By Howard W. McCall.

The trend of retail merchandising in food products is overwhelmingly towards cut-price cash or chain stores. The luxuries are now so necessary that the necessities are luxuries.

So it is on what was formerly considered necessities that the consumer is trying to save. He will go hungry so he may pay the installments on his automobile, his radio, his furniture and his home.

He has to pay cash for his gasoline, and very little is left with which to buy food. The advertisements of the cut-price store lure him away from his old friendly dealer, and he numbers himself with the millions of other cash-and-carry customers.

In the downtown districts, where the



PACKER STUDIES THE CHAIN STORE PROBLEM.

traffic is heavy, you will see their distinctive store fronts, with clean windows and attractively displayed merchandise. In the residential districts you will find them right by the side of our faithful friend, the corner grocer. And in the newer outlying developments you will see them standing alone, with their windows covered with Spanish chalk, telling of the bargains that may be obtained within.

Volume of Chain Store Business.

Chain stores sell nearly 30% of all groceries. They control 8% of the country's retail trade. As stated, they are springing up wherever they can see a chance of profitable business.

Can this growth continue indefinitely; are there no metes or bounds to their expansion?

Will all profitable retail business eventually be controlled by the chain?

How can the individual retailer meet this great problem of his very existence?

It is said that all these questions hinge on just one man—the retailer himself.

"He can make it a wiser thing for the customer to trade in his place than at the chain store," says one observer. "He can do all the chain store can do, and more, for he is part and parcel of his neighborhood, with a personal hold on his trade, while the chain store is a foreign element in his community, impersonal as a concrete post."

How Can Retailer Meet Situation?

But he cannot meet this competition unless he adapts to his own use the very same means that have made his competitor successful.

In 1927 Bradstreet says that only 18.5% of all business mortalities were traceable to causes not within individual control, such as specific conditions, competition and failures of others. Of the other 81.5% of the 20,267 commercial and industrial failures, 6,990 causes were from incompetence.

The retailer himself must be competent. For, in the retail business as in every other business, good management spells success.

The importance of the chain store was first realized in 1910, when there were about 2,000 chain store systems in the United States. These systems controlled between 20,000 and 30,000 retail outlets.

In ten years these figures had doubled, and today authorities estimate the number of chain store systems—both large and small—at 10,000, and the number of retail outlets controlled at over 100,000. Of these systems, 75 chain grocery organizations operate about 50,000 stores. The total value of sales of all chain organizations exceeds three billion dollars yearly.

It must be understood that the increase in volume shown year after year by the chain store is due rather to the increase in the number of stores than in increase per unit. In fact, the average volume per unit has declined. In the grocery chain store, since 1916, the decrease per unit has been 18%, but the number of stores has increased 400%.

Profits of Chains Selling Meat.

It might be interesting to know of the profits some of the chains that are handling packinghouse products made in 1925.

First National Grocery chain, net profit, after taxes, was 3.46% on $54,-877,121 sales. The National Tea Co. profit was 3.3%. The Great Atlantic and Pacific in 1926, 2.7%; Kroger Grocery & Baking Co., 2.8%.

The First National operated 1,639 stores, with a return on investment of 23.81%. The National Tea had 761 stores, and shows a return of 17.67%. The average net return on investment of seven chains was 21.54%.

The average of 2 to 3% and over on sales which the chain makes, compared with the average of only 1.3% which the individual service retailer makes, as shown by the Harvard and the Joint Congressional Agricultural Inquiry, shows that the individual retailer must, as before stated, use the same tactics as do the chains.

Lesson for Individual Retailer.

With good and competent management, it would seem that all things would be in favor of the individual merchant.

The cost of doing business by the private grocery store ranges from 6 to 25%, with an average of 15%. These variations are due to differences in managerial ability and services rendered. Chain store costs in the grocery field vary between 8 and 19%, also with an average of 15%.

While the range is not so wide, it will be seen that the average cost of doing business is about the same in both character of stores.

Now, the chain stores in our town (Chattanooga, Tenn.) have commenced the handling of fresh meats. What they did originally with nationally-advertised food products is being repeated with a vengeance in fresh meats.

(Continued on page 51.)

Meeting the Situation

Two ways are suggested for packers to meet what some believe is a chain store problem.

One way is to brand all meats, both fresh and cured, and make their brands well known either locally or in a national way.

As soon as the consumer is educated to knowledge of a brand, and to the fact that quality is uniformly found in that brand, price has less appeal to the buyer.

The chain store will be only too glad to handle such product.

The other way is to sell to the chain on a merchandising basis. Packers can do this cheaper than the chain can produce its own meat products.

Some chain stores have been better buyers than some packers have been merchandisers.

Perhaps it is time the packing industry studied these new customers, and revised some of its practices in relation to them.

Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained by writing to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Dead and Crippled Hogs

A packer located in the Central West has been having trouble collecting in full claims on dead and crippled hogs. He says:

Editor The National Provisioner:

With further reference to the various correspondence we have had on crippled and dead hogs, wish to advise that most of our shipments of hogs come in over one road.

This railroad, through one of their claim adjusters, advised us that they will not settle on the dead hogs for more than 50 per cent, although they will settle on crippeld hogs on a 25 per cent basis.

While we feel ready to settle on the crippled hogs on a 25 per cent basis, we are still holding off, trying to get 100 per cent adjustment, without lawsuit, on the dead hogs. We are going to continue to try and work this through the Eastern office, and see if we can not obtain payment of 100 per cent on dead hogs on the few claims which we have.

The claim department of the railroad mentioned by this inquirer is notorious for its unfair attitude on claims. However, *when they are sued the claims are transferred to the legal department of the railroad, and that department always settles them on the proper basis.*

The road's own lawyers say it is absurd to let a case come to trial.

This particular road is paying dead cattle claims in full, but has been stubborn on hog claims, although there is not a bit of difference in the principles of liability.

Cripple claims should be paid in full and without a question. Claims on deadage should likewise be adjusted promptly by full payment.

If the inquirer accepts less than the full amount the law allows him and does not sue, he merely makes it harder for himself and others. The importance of setting a precedent in the collection of claims cannot be overestimated.

Packers who are not collecting their just due from the railroads on claims for livestock injured or killed in transit, losses due to bruises, shrinkage, etc., are invited to write THE NATIONAL PROVISIONER, stating the facts in full.

Copies of the complete series of ar-
though they will settle on crippled hogs on a 25
recently published giving the law and quoting many decisions and precedents, may be had on application to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Has your traffic manager read these articles?

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Serve Meat or Lose Trade

A demonstration of the public's liking for meat has been given in its attitude toward a famous chain of restaurants throughout the country when they tried the policy of leaving meat off their bills of fare.

Formerly these restaurants served meats in the usual proportion with other foods. Then one of the heads of the organization became imbued with the idea that meat was an unnecessary part of the daily diet, and expressed the belief that restaurants of the future must get away from the service of meats or go out of business.

Convinced of this, he started to blaze the trail for successful restaurants of the future. The bill of fare in all these restaurants showed little if any meat, and the patron was urged to eat vegetables, fruits, nuts. Even salt was supposed to exert an adverse influence on the health of the individual, and a special vegetable salt was featured.

There were attractively-arranged and decorated bills of fare, but they lacked at least one item that a considerable percentage of the consuming public wanted. This was meat.

During the first seven months of 1928 the earnings of these restaurants were 9.4 per cent less than in the same period of 1927, and for July, 1928, the earnings were 10.8 per cent less than the same month a year ago.

So alarming had the decline in business become that the minority stockholders of the company banded together, sought legal advice and assistance, and in a conference with the officers of the company insisted that there be a change in policy toward meat.

Now these restaurants are said to be putting on a campaign to let the public know that they are serving meat dishes again. The difficulty is that in some of them, at least, this is such a half-hearted policy that it is attracting little added trade. Only a few meats are served, and these are not prepared in the most appetizing and attractive manner.

With the constantly increasing proportion of the public being fed in restaurants, it is poor policy to infringe on taste and try to enforce some food fad. Whether the public eats at home or in a restaurant, a well-balanced meal of meat, fruit and vegetables is desirable.

It would seem that the restaurant of the future, instead of serving strictly vegetarian meals, will be forced to serve a goodly share of meat dishes—or go out of business!

Practical Hog Program

Representative hog producers of the country have laid the foundation for the development of a pork policy that it is believed will eventually be of great benefit to both producer and packer.

The first step to be taken in developing this policy is to establish a sound trade association with extensive producer membership, national headquarters and a full-time paid secretary to promote the interests of the hog growers.

Second, to establish a livestock loss prevention department. The need for this was demonstrated by the statement of a representative of the packing industry that 5,000,000 lbs. of pork are "tanked" every year because of bruises.

Third, to standardize the type of market hog to meet consumer demand. The assistance of the U. S. Department of Agriculture and the state experiment stations is solicited in developing this part of the program. This portion of the policy is perhaps of most immediate importance to the packing industry.

Fourth, to establish a record for swine performance, to determine prolificacy, efficiency of feed utilization and carcass desirability. This will aid materially in the elimination of waste in hog production.

Fifth, the establishment of a national board on swine production to smooth out the hog cycle and define a national policy for pork production.

This constitutes a big program, and it cannot be fully realized in one year or in five years. But every step taken in its development will be a step in the direction of improvement.

The packing industry is prepared to cooperate in such a program in every way practicable.

Practical Points for the Trade

Soft Spots in Hams

Cured hams with a white and mushy spot around the bone are poor trade producers.

A Western wholesale meat dealer has been having this trouble with his hams and wants to know how to overcome the trouble. He says:

Editor The National Provisioner:

We are experiencing some difficulty with our smoked hams and boiled hams. It seems that around the center bone a soft white spot about 1½ to 2 inches in diameter develops. We also find that some of the hams are not fully cured.

This spot of which we speak is rather mushy, and of the same color as that of fresh pork. We think this spot is caused from some other reason than an insufficient cure.

We cure our hams from 60 to 90 days in a 70 deg. brine. We also pump the hams before putting them into this brine.

Would you kindly advise us as to what you think would cause this soft spot?

The condition pointed to by this inquirer as occurring in some of his hams is not new. It has occurred frequently enough to be made a subject of study by the Department of Scientific Research of the Institute of American Meat Packers, and by the U. S. Bureau of Animal Industry.

This inquirer is of the opinion that the difficulty is not due to the cure, as all hams do not show it, and in this he is probably correct. The fault is believed to be due to a condition in the meat itself, and has been traced to poor feeding seasons, as it is more general in hams from hogs that are not well finished.

The Opinion of Experts.

Commenting on the difficulty, the Department of Scientific Research says: "These off products present spots, varying from the size of a hen's egg to three or four times that size, in which the contents have a pale gray color and a homogeneous consistency resembling a find mixture of highly ground lean tissue mixed with fat.

"The appearance has been compared with soft putty and suggests a fatty degeneration of the tissue. The muscle structure appears to have lost its identity. Sometimes there is only one large area; occasionally several smaller ones. The outlines are usually quite distinct on removal of the changed material, showing a rather definite line of contact with the normal tissue surrounding it."

"Fortunately the number of such hams in a lot is small, suggesting at once that the trouble can not be with the cure, as this is the same for the entire lot, and would therefore affect a larger number.

"We have never believed that this trouble was due to curing, but rather have thought that it represented a condition in the original product. This has been confirmed by the opinion of large operators who have observed the condition to be more prevalent during poor feeding seasons and when hogs not well finished are received.

"There seems at present no remedy, nor any method of detecting the condition in advance. However, the best opinion at present is that the cause does not lie in the cure or in obvious precautions within the packers' hands."

What is the emulsion method of preparing sausage meats to increase binding qualities? Ask the "Packer's Encyclopedia," the meat packer's guide.

Concrete Curing Vats

A Western packer wants to build concrete curing boxes against his cellar wall, using the wall for one side of the box. He asks for some pointers in building such boxes, and says:

Editor The National Provisioner:

We would like to ask some information regarding the concrete box used as a curing box for dry cure bacon.

Our intention is to build such boxes along one side of our cellar, joining them to one wall and building three sides. There are a number of questions in our mind regarding this, such as leakage, effect of the concrete on the bacon or pickle, and similar matters.

We would appreciate any pointers you may give us regarding such boxes and the way they should be built.

It will be all right to build these boxes against the wall, but they must have a fourth side. *The cellar wall cannot be used as one side of the box.* A foundation wall is always liable either to expand or settle a little. In either case the whole row of boxes would be checked.

Another objection would be that the cross walls of the boxes could not be attached tight enough to the wall to prevent leaks. The boxes could be built right up against the foundation wall, but it would be a mistake to make this wall a part of the box.

Concrete boxes are all right for curing purposes. Some packers prefer the movable wooden boxes, because they can be transferred from place to place if necessary, and they can be moved outdoors in the sun when being cleaned out.

However, many packers favor the concrete box or vat where these matters are not considerations.

Building Concrete Curing Vats.

The cross walls of the boxes would have to be about 4 in. thick, tied into the other walls, and then the joints should be raked so the plaster will stick. Use hard burnt brick and straight Portland cement plaster for the brick.

The plaster to be used on the surface of the boxes should be Portland cement plaster 1:2 (that is, one part cement and 2 parts sand). A small proportion of asbestos floats or asbestos fiber should be mixed in the cement, which will make it work smoothly.

The floor of the vats should be 4 in. higher than the floor of the cooler. The bottom of the vats should be pitched a little to the front, about ½ to 1 in., so that when the boxes are washed out the water will all drain off.

A piece of 1½ in. pipe should be put

through the floor wall, on a level with the bottom of the vat. A molasses gate or valve can be put in this pipe. This pipe is for use in draining the vat.

Beef Weasand Troubles

A sausagemaker in the West complains that the beef weasands he buys peel and lose their color. He writes as follows regarding this:

Editor The National Provisioner:

We are having trouble with beef weasands. After boiling the stuffed weasands peel and won't hold color.

Can you tell us what the trouble is? All the sausagemakers we know seem to like them even better than beef middles, and have had no trouble with them.

The fact that only one sausage manufacturer has trouble with the weasands, and the others say they hold up fine, makes this inquirer's problem rather puzzling.

Most of the trouble with beef weasands peeling and failing to hold color is due to the fact that they are improperly dried. Many cleaners, especially during the summer, try to make a No. 1 weasand out of what is known as "grubbies," by scraping them to remove the grubs. In doing this they do not realize that this destroys the value of the few weasands that contain no grubs.

It would be cheaper for producers to destroy the grubby casings, or make what is known as a "grubby weasand," than to scrape each and every weasand that comes to the casing room.

There should be unusual care given in the drying process. The majority of packers try to dry weasands in an extremely hot room to get it done fast. This causes them to peel and not hold up in cooking or smoking.

There is no way the sausagemaker can improve the weasand if it is not properly handled in the cleaning. The fault lies in the manufacture of the casing. That is one of the reasons that casing houses must be extremely careful to see that their weasands are properly handled at their source.

PACKER RAISES HIS OWN BEEF.

The Carstens Packing Company, Seattle, Wash., took over on October 1, 40,000 acres of ranch land recently acquired in Montana by purchase and lease. With the land the company takes 2,500 head of cattle, paying $80 a head for cows, $90 for two-year-old steers and $125 for three-year-old steers. Calves born prior to June 1 are listed at from $40 to $45 per head, according to size. There are two sets of buildings on the land, and the entire transaction is said to come close to half a million dollars in value. The company plans to use the ranch to raise and fatten stock for its Pacific coast plants.

Hide and Skin Savings

Government Joins With Industry to Save Product and Money

One of the most practical moves to improve hide and skin takeoff and avoid waste has been a change in hide trim by which the snouts and ears, which have no hide value but considerable glue material, are removed at the time the hide is prepared for salting down.

Meat packers, through the Institute of American Meat Packers, calf slaughterers through their local associations, tanners through the National Tanners' Council and the National Calfskin Association, have all been working in cooperation with the U. S. Department of Agriculture and the Department of Commerce to simplify hide and skin takeoff and handling and remove the wastes therein to both slaughterers and tanners.

The continued cooperation of packers, butchers, hide dealers and all others connected with the production and sale of hides and skins is solicited by the U. S. Department of Agriculture in its attempt to overcome the useless waste in hides.

Study on Poor Takeoff.

Work on skinning and curing, which is being conducted by the Bureau of Chemistry and Soils, is concerned with the correction of careless and wasteful practices resulting in cuts, scores, rot, stains, loose grain, poor fiber, etc.

Other work of the government covers classification and grading of hides and skins, skinning and curing, grub eradication, mange and other diseases affecting hides, brands, etc.

In a recent statement regarding its work on hides and skins the Department of Agriculture says:

"Needless losses in the total annual value of hides and skins are estimated at approximately $20,000,000 as the result of careless or wasteful methods in curing hides and skinning animals.

"To stop the avoidable leaks in their business which have reached such alarming figures, representatives of the hide dealers, tanners, butchers, cattle raisers, dairymen and farmers met, several months ago, with officials of the Department of Agriculture and the Department of Commerce and formulated a program of work for the production of better hides and skins.

Committees Are at Work.

"As a result of this conference a number of working committees were set up, with a personnel selected from members of the Government departments and of the interested industries, to cover the important phases in the production of hides and skins, such as classification and grading of hides and skins, skinning and curing practices, grub eradication, manges and other diseases, brands and other physical injuries, and statistics on production.

"The work on skinning and curing, which is being conducted by the Bureau of Chemistry and Soils of the Department of Agriculture has for its principal object the correction of careless and wasteful practices that cause such defects as cuts, scores, rot, stains, loose-grain, and poor fiber. Information is collected from butchers, hide dealers, and tanners, usually by personal interview and observations, on the ways in which they handle hides and skins through the skinning and curing operations and, wherever there is need of it, changes to improve production are pointed out and demonstrated.

Hide Men in the Field.

"At present two experienced hide men are at work in the field, one in Pennsylvania and eastern Ohio, working chiefly on the handling of calfskins, and the other in the region of Virginia and North Carolina, working primarily on hides.

"The Bureau of Chemistry and Soils invites tanners and hide producers to bring promptly to its attention cases of serious damage resulting from poor skinning and poor curing and, if feasible, it will undertake to send in response one of its representatives to collect first-hand information and trace the origin of the trouble.

"The hide is the 'base goods' of all leather. Leather is a present-day essential in every walk of life. Our domestic hide supply is falling shorter and shorter of our leather requirements. Every year millions of pounds of hide substance are needlessly lost through ignorance and indifference.

"This work that the Bureau of Chemistry and Soils is doing is purely constructive. Because of the large quantity of raw material involved and its high value, the work has great economic possibilities. It should receive the heartiest cooperation from all the related industries."

A Page for the Packer Salesman

How to Sell Beef

Public Should Know Beef Dollar Buys Much Food Value

There are two courses open to the salesman when he runs up against situations not to his liking. He can take the easier way of accepting them as he finds them, or he can do the constructive thing and give his best efforts to change them.

The "go-getter" will not hesitate as to which course to pursue. But all too often he fails to make much of an impression, because he does not have the rank and file behind him.

One salesman thinks there is possibility at this time to do some worth-while work in changing public attitude toward beef and beef prices, and he makes a suggestion to this end.

Here is what he says:

Editor THE NATIONAL PROVISIONER:

Here is a thought for the meat salesman that I have not seen discussed on the salesmen's page of THE NATIONAL PROVISIONER.

Beef prices are higher than for some time. This fact has reduced the consumption of this meat and been the cause of no little worry to salesmen and retailers.

Are beef prices too high?

In comparison with previous years, yes. In comparison with other foods, no. When food values are compared it is found that a dollar spent for beef will buy as much, if not more, than the dollar spent for many other foods.

The consumer pays the price for these other foods and thinks nothing of it. She is used to it. She hesitates to pay the price for beef, although she gets as much or more, because she is not used to it. The whole situation, therefore, is largely a state of mind and much of the dissatisfaction would not exist if the facts were known. The problem then is one of education.

How Salesmen Can Help.

If the salesmen cares to do so he can determine these facts on food value for himself. And he can compile some convincing figures showing what the dollar will purchase when spent for beef and when spent for other foods. And then he can pass on the information and the figures to the retailers on whom he calls with the request that they in turn pass them on to the consumer whenever possible.

It does not seem probable that beef prices are going to show any considerable change for another year at least. This being so, it is up to the salesmen to accept the consumer state of mind as he finds it or to do what he can toward reshaping it in a mould more favorable to larger beef sales. And it should not be much of a task for him to determine which is the more profitable course to pursue.

His task is to educate the retailers and to urge them, for their own benefit, to pass on the facts to consumers. He can point out to them that the general public is not adverse to paying the price when value is received and that this is what happens, insofar as food value is concerned in comparison with other foods, when present prices are paid for beef.

If he cares to he can go a step further and also point out to his trade that pessimism can do no good at the present time. Instead of sympathizing with a customer when she complains about beef prices, it would be more constructive for the retailer not only to explain the situation but to aid her to select a cheaper cut and, if necessary, advise her how a nutritious, palatable dish can be made from it.

There is more to meat selling, I long ago found out, than merely selling. In the present situation the meat salesmen of the country have the opportunity to do a constructive work—work that will not only aid them individually but be of benefit to the meat industry as a whole.

Yours truly,
OPTIMIST.

KEEP AFTER PROSPECTS.

The salesman who expects to land a new customer and get his business permanently after two or three calls expects too much.

In the meat game a large percentage of the business is done on confidence. And confidence is not won after two or three calls.

It would be interesting to know the time that has been wasted by meat salesmen and the potential business that has been lost because they discontinued their calls on prospects too soon.

A survey made some time ago among retail meat merchants disclosed the fact that the large majority of salesmen make less than five calls before becoming discouraged if they do not receive orders. And the interesting point, is that over 60 per cent of all the goods stocked and sold by these merchants were bought on and after the fifth call.

Know Your Stuff

Salesman with Thorough Knowledge of Meats Has Edge

The more a salesman knows about his product the better he can explain it to customers and prospects, and the more convincing he can make his arguments.

There does not seem to be much doubt about this. Meat salesmen should make the effort to learn as much as possible about meats.

One meat salesman is convinced that a thorough knowledge of meats and meat products is the greatest aid to success and he tells why. He says:

Editor THE NATIONAL PROVISIONER:

I have been very much interested in the letters from salesmen that have appeared in THE NATIONAL PROVISIONER from time to time in which were outlined means and methods that have been and are being used to win and hold trade.

There have been, it seems to me, many good suggestions, but I have been rather surprised and somewhat disappointed that the fundamental need to be a success in the meat selling game has not been discussed. I refer to a thorough knowledge of meats, how they are prepared, how they may be cut to the best advantage, and other information of a like nature.

I cannot conceive of anything that would be of greater aid to the meat salesman than this knowledge. If he has a rather complete understanding of meats, he can put his sales talks over more effectively because he can build them on facts rather than "blue sky." He is in a better position to aid his customers in their selections and how to cut the most out of the carcasses they buy. He can get better prices for the goods he sells, and he is in a better position to hold his own when he is working in territory where the competition is keen.

And, of considerable importance, a thorough knowledge of meats helps the salesman to win the respect and confidence of his customers that is rarely possible for the man who does not have this knowledge. These are trade assets that do more than anything else to build tonnage and the really successful meat salesman must have them.

If more salesmen would get a different slant on their work and spend less time trying to be good fellows and more preparing themselves to be of real aid to the retailers on whom they call, they would get further with less effort in my opinion.

Yours truly,
PACKER SALESMAN.


MEET US IN
ATLANTIC CITY
ROOMS
728
729
NO JAX
SKINLESS
"with the Overcoat off"
THE
VISKING
CORPORATION
CHICAGO
ILL.
BENNING
D. C.

Provision and Lard Markets

WEEKLY REVIEW

Hogs Lower—Product Easier—Hog Receipts Large—Other Livestock Receipts Fair—Product Demand Fair.

Both hogs and product have been under pressure, with prices lower all along the line. The movement of hogs has continued unexpectedly large, and prices are down over $3.00 a hundred from the high point. The decline in hogs has, to a certain extent, effected other livestock prices although cattle are still keeping up at a high level. The receipts of hogs at 7 leading points last week were in excess of last year, with sheep receipts over 100,000 in excess and cattle only a little under last year.

The heavy movement of hogs has naturally exerted considerable influence on the general feeling regarding the fall and winter situation in product of all kinds. The moderate supply of cattle, however, tends to keep beef prices up, the receipts of sheep are heavy and the investigation by Washington tends to indicate a rather heavy movement of sheep all the fall. What the effect on the general level of meat prices will be, if there is a more liberal movement of hogs, a liberal movement of sheep and a moderate movement of cattle, is a little uncertain. Hogs have declined heavily already.

The average weight of hogs continues fairly good, although the Chicago average the past week was 11 lbs. under last year. This moderate weight has been in evidence for some time, and to a certain extent effects the total product notwithstanding the increased receipts.

Feed Supplies Ample.

The government report on the feed grain crop attracted quite a little attention. The reduction in the corn crop was not quite as much as had been expected. This was reflected in lower corn prices following the report. The figures on barley and oats remain high. The situation in barley is peculiar, and the conditions may have quite a little influence on the ability to feed barley in this country. It has developed that American barley shipments to Germany has been subject to rather close reinspection, due it is claimed, to the presence of ergot in the barley. This, it is claimed, has tended to make animals ill when fed to them. Barley shippers have been subjected to a great deal of trouble on this account. When properly cleaned, however, it is claimed that the amount of ergot remaining is not serious.

The feed supplies as shown by the last crop report are ample and yet the total crop of corn, with the small amount of old corn carried over, will make but little more total corn in the country than last year. The combined supply of corn, oats and barley, and kaffir corn is in excess of last year while partly offset by the decrease in the hay crop.

The last report on the cotton crop shows a loss of about 400,000 bales from the previous report, but it is still about 1,000,000 bales in excess of a year ago. This will make for a larger supply of cottonseed meal and cake than a year ago. On the other hand, the dry weather which has prevailed over an important section of the central west and southwest will mean a considerable smaller supply of fall feedstuffs than a year ago. The crop of beets is good, however, and the amount of beet pulp will probably be very good.

Shipping demand for product has been quite excellent notwithstanding the price although there seems to be quite a little complaint that the high price of beef is having some influence on the demand. With the total product, large even with the more moderate receipts of cattle than last year, there needs to be a full distribution in order to take care of the total production.

Cattle Slaughter Less.

A rather interesting comparison of the livestock movement is shown in the figures issued for August for the principal markets. This indicates a large decrease in the slaughter of cattle and calves, not only for August but since January 1, and an important decrease in hogs for August although the total for the 8 months shows an important increase in the receipts and slaughter. The receipts and slaughter of sheep both show an important increase.

The average weight of hogs at Chicago, for the month of August was 257 lbs.; Kansas City, 241 lbs. against 240 lbs., and at Omaha 281 lbs. against 290 lbs. A comparison of cost figure show a high average at all points compared with a year ago.

The corn-hog ratio has fluctuated less favorably through the sharp decline in hogs from the levels prevailing a short time ago. Corn prices are still high for old corn, but this situation is not of very great importance at present, as the country is feeding new corn at prices sharply under the average of old corn.

A rather interesting development has occurred in the past few days in a steady demand for dry salt meat from the south. Cash handlers at Chicago estimate that the sales have been quite large, with the total on Wednesday of this week put at 3,000,000 to 3,500,000 lbs. with prices approximately 15½c for a good part of it.

PORK—While the volume of trade was light at New York, the market was steady with mess quoted at $33.50; family, $36.00; fat backs, $28.00@31.00. At Chicago, mess pork was quotable at $33.00.

LARD—Demand was moderate for both domestic and export and the market was rather heavy. At New York, prime western was quoted at $12.60@12.70; middle western, $12.50@12.60; city, 12¼@12⅜c; refined continent, 13½c; South America, 14½c; Brazil kegs, 15½c; compound, car lots, 12c; less than cars, 12¼c. At Chicago, regular lard in round lots was quoted at October price. Loose lard sold 5c under October and leaf lard at 50c over October.

BEEF—The market was quiet and firm at New York, with mess quoted at $24.00; packet, $25.00@26.00; family, $28.00@30.00; extra India mess, $44.00@46.00; No. 1 canned corned beef, $3.10; No. 2, 6 lbs. South America, $16.75; pickled tongues, $75.00@80.00 per barrel.

See page 44 for later markets.

LARD AND GREASE EXPORTS.

Exports of lard from New York, October 1, 1928, to October 10, 1928, 8,053,881 lbs.; tallow, 40,000; grease, 2,185,200 lbs.; stearine, none.

PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ended Oct. 6:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ended Oct. 6, 1928. M lbs.	Week ended Oct. 8, 1927. M lbs.	Week ended Sept. 29 1928. M lbs.	Jan.1,'28. to Oct. 6, 1928. M lbs.
Total	530	969	1,968	103,630
To Belgium	....	....	....	625
United Kingdom	495	901	682	85,809
Other Europe	....	....	....	1,818
Cuba	13	45	1,254	6,873
Other countries	22	23	32	8,505

BACON, INCLUDING CUMBERLAND.

	Oct. 6, 1928.	Oct. 8, 1927.	Sept. 29 1928.	Jan.1 to Oct. 6, 1928.
Total	749	1,030	2,923	102,176
To Germany	45	....	113	7,545
United Kingdom	384	844	2,421	43,723
Other Europe	195	185	317	31,593
Cuba	1	....	....	13,232
Other countries	124	1	72	6,083

LARD.

	Oct. 6, 1928.	Oct. 8, 1927.	Sept. 29 1928.	Jan.1 to Oct. 6, 1928.
Total	8,159	10,916	11,461	546,270
To Germany	1,223	3,041	4,699	126,754
Netherlands	702	634	101	26,267
United Kingdom	2,566	3,650	4,202	181,540
Other Europe	1,032	930	681	58,846
Cuba	1,575	1,461	1,431	61,920
Other countries	1,061	1,200	347	90,943

PICKLED PORK.

	Oct. 6, 1928.	Oct. 8, 1927.	Sept. 29 1928.	Jan.1 to Oct. 6, 1928.
Total	220	397	386	24,139
To United Kingdom	100	80	54	5,277
Other Europe	2	55	....	1,236
Canada	104	193	282	5,675
Other countries	14	69	50	11,951

TOTAL EXPORTS BY PORTS.

Week ended Oct. 6, 1928.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	530	749	8,159	220
Boston	....	....	....	4
Detroit	495	415	1,473	200
Port Huron	b	b	b	b
Key West	13	1	1,505	....
New Orleans	22	4	1,131	14
New York	....	329	3,961	2
Philadelphia	....	....	89	....

DESTINATION OF EXPORTS.

Exported to:	Hams and shoulders, M lbs.	Bacon, M. lbs.
United Kingdom	495	384
Liverpool	239	268
London	87	69
Manchester	....	....
Glasgow	82	4
Other United Kingdom	87	43

Exported to:	Lard, M lbs.
Germany (total)	1,223
Hamburg	1,223
Other Germany	....

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ended October 6, 1928, with comparisons.

CATTLE.

	Week ended Oct. 6.	Prev. week.	Cor. week, 1927.
Chicago	26,029	25,802	28,883
Kansas City	20,870	26,278	34,486
Omaha	17,997	15,527	27,919
St. Louis	18,547	15,781	15,935
St. Joseph	.....	8,549	10,011
Sioux City	7,302	8,231	9,128
Wichita	2,037	2,725	....
Fort Worth	9,707	8,474	8,394
Philadelphia	1,243	1,142	1,822
Indianapolis	1,178	1,683	6,353
Boston	1,732	2,958	1,315
New York & J. C.	9,415	8,414	9,488
Oklahoma City	6,548	6,005	5,925
Cincinnati	2,858	4,246	....
Denver	3,393	3,637	....
Total	128,856	139,452	159,659

HOGS.

	Week ended Oct. 6.	Prev. week.	Cor. week, 1927.
Chicago	80,400	111,500	76,300
Kansas City	21,415	40,437	15,123
Omaha	15,562	30,037	19,952
St. Louis	26,580	34,986	30,149
St. Joseph	....	24,784	11,844
Sioux City	8,089	17,029	9,759
Wichita	6,107	14,023	....
Fort Worth	4,281	6,007	4,033
Philadelphia	14,532	15,352	15,313
Indianapolis	7,058	8,828	31,142
Boston	12,569	9,688	7,363
New York & J. C.	45,318	46,600	39,644
Oklahoma City	6,982	11,824	4,721
Cincinnati	19,131	14,053	....
Denver	4,222	4,965	....
Total	272,246	390,113	265,343

SHEEP.

	Week ended Oct. 6.	Prev. week.	Cor. week, 1927.
Chicago	70,910	74,039	57,595
Kansas City	35,670	31,315	29,118
Omaha	40,167	36,113	29,003
St. Louis	7,378	6,790	7,686
St. Joseph	....	26,939	18,402
Sioux City	8,994	9,811	8,138
Wichita	832	824	....
Fort Worth	1,558	1,411	2,258
Philadelphia	5,258	5,582	5,432
Indianapolis	828	983	6,230
Boston	5,584	2,804	5,183
New York & J. C.	61,151	61,618	50,162
Oklahoma City	281	212	72
Cincinnati	1,325	2,693	....
Denver	8,265	6,672	....
Total	248,201	267,806	219,279

Receivers' Sale.

For sale, the plant, equipment, property and business of the Vermont Packing Company, Inc., at North Walpole, New Hampshire. This plant is of modern, up-to-date, fire-proof construction, costing in 1926, with latest up-to-date equipment, about $200,000. Has York Ice Machine, Boss equipment. A-1 Government inspection. There are about four acres of land, side-track location, abundance of pure water. Shipping point, Bellows Falls, Vermont, one-half mile away. This plant and site may be used for other manufacturing purposes.

The property is sold by the undersigned, Receivers, under a court decree. Offers for it should be sealed and addressed, Re Vermont Packing Company, Charles A. Madden, Clerk of Court, Keene, New Hampshire.

All bids shall be accompanied with satisfactory assurances of responsibility, and none will be considered unless it is in substantial excess of the liens against the plant and equipment, which amount to about Sixty Thousand Dollars ($60,000). All bidders shall also agree to pay in addition to the amount of their bid for an arbitrated inventory of personal property on hand and belonging to the defendant's estate, at the plant at the time of consummation of sale. The bids are to be opened at 9:30 a.m. at the Court House, October 24, 1928, at which time the most satisfactory bid will be accepted, if reasonably warranted.

For further information or inspection of the property, consult W. B. Glynn, a Receiver, Bellows Falls, Vermont.

W. B. Glynn, W. L. Austin, R. M. Pickard, Receivers, Vermont Packing Co., Inc.

TRADE GLEANINGS

A. Watson Armour, vice president of Armour and Company has taken a leave of absence of six months due to ill health.

Improvements costing $40,000 are being made to the plant of the Southland Cotton Oil Co., Corsicana, Tex. Among these improvements is a new seed house.

The Cairo Packing Co., Cairo, Ill., has been incorporated with a capital stock of $100,000. The new corporation resulted from the reorganization of the E. Bucher Packing Co. and takes over the plant of this latter concern.

Fire caused a considerable loss to the Liberty Packing Co., Denver, Colo., recently when it practically destroyed the beef warehouse. There were 390 carcasses of beef in the building at the time. The loss is estimated at about $38,000.

Louis H. Rettberg, Inc., Baltimore, Md., is planning the erection of a killing floor with a capacity of about 3,000 hogs and about 25 cattle per week.

Extensive alterations are being made to the plant of the Beste Provision Co., Wilmington, Del.

Armour and Company has organized a new division of waste prevention, safety and accident prevention and plant sanitation at the Chicago plant under the direction of W. F. McClellan. Mr. McClellan has had charge of the safety work at the Chicago plant for some time.

Bloom & Kamrath, 300 South Dearborn St., Chicago, Ill., have been incorporated with a capital stock of 300 shares of no par value to conduct a consulting engineering and contracting business. Samuel C. Bloom, Charles F. Kamrath and Howard M. Oberndorf are the incorporators.

K. E. Wolcott who has had eight years of packing house experience in the engineering department of Armour & Co., was associated with The Atmospheric Conditioning Corp. prior to its purchase, and has been chief engineer of S. C. Bloom & Co. for the past three years will be the secretary of Bloom and Kamrath.

The new sausage manufacturing plant of J. C. Dreher, Columbia, S. C., was formally opened during the first week of October. The public was invited to inspect the plant on the opening day, each visitor being presented with a box of sausage. The plant is a modern daylight one and is equipped with the latest machinery.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW — While the volume of trade the past week was not large, the situation continued very firm. Reports were current at New York of business passing at 9¼c f.o.b. for extra, and while confirmation was not obtained, nevertheless it was admitted that little or nothing was available below that level. Bids of 9c failed to result in business. Producers continue in a well sold-up position, and conditions in competing quarters remain very firm. The palm oil market is particularly tight, with nearby supplies scarce.

Greases have been strong and in demand. Sentiment at this level is mixed, but it was pointed out that the tallow situation in Europe also was strong. At New York, special was quoted at 8⅞c; extra, 9@9¼c; edible, 10¼c nominal. At Chicago, the market in tallow was firm with a fairly good trade. Edible was quoted there at 10c; fancy, 9⅝c; prime packer, 9½c; No. 1, 8¾c; No. 2, 7⅝c.

At the London auction on Wednesday, October 10, some 661 casks were offered and 399 sold at prices unchanged to 1s 6d higher than the previous week. Mutton was quoted at 44s 6d@46s; beef, 44s@47s 9d; good mixed, 41s6d@43s6d. At Liverpool, Australian tallow was unchanged to 3d higher for the week. Prime was quoted at 40s 7½d and good mixed at 42s 3d.

STEARINE—Demand in the east was quieter and the market somewhat weaker, with sales of oleo, New York, at 11½c. The market was later quoted at 11c nominal, a break of about 1c for the week. Quieter compound trade was a factor. At Chicago, stearine was quiet but firm and quoted at 12c.

OLEO OIL—The markets were very quiet and neglected, but the tone was steady. Extra New York was quoted at 13⅛@13½c; medium, 11@12c; lower grades, 10⅜@11c according to quality. At Chicago, the market was quiet and steady, with extra quoted at 13¼c.

See page 44 for later markets.

LARD OIL—A fair demand has been in evidence and the market has ruled firm. Edible, New York, was quoted at 16½c; extra winter, 14c; extra, 13¼c; extra No. 1, 13c; No. 1, 12½c; No. 2, 13⅛c.

NEATSFOOT OIL — Demand was fairly good and the market steady. Pure was quoted at 15¼c; extra, 13¼c; No. 1, 12¾c; cold test, 19½@19¾c.

GREASES—The situation in the grease market continued strong, the result of limited offerings and a persistently good demand. Sellers were firm owing to strength in tallow and some of the competing oils. Buyers were slow in following upturns but production appears to be well sold up. As a result buyers had to pay up for supplies.

At New York, superior house grease was quoted at 8½@8⅝c; yellow, 8¼@8¾c; A white, 8⅝@8⅞c; B white, 8½@8⅝c; choice white, 10½@11c nominal. At Chicago, trading was rather quiet on choice white grease, both domestic and export, while medium and low grade greases remained in fairly good demand. At Chicago, brown was quoted at 7⅝c; yellow, 8@8¼c; B white, 8¾c; A white, 9c; choice white, all hog, 9¾c.

By-Products Markets

Chicago, Oct. 11, 1928.

Blood.

Blood market is nominal at $5.00 Chicago and Central West points.

	Unit Ammonia.
Ground and unground	$4.90@5.00

Digester Hog Tankage Materials.

Feeding tankage market strong with offerings scarce. Good colored tankage testing anywhere from 6 to 12 per cent ammonia can be sold at $5.10@5.25 & 10.

	Unit Ammonia.
Ground, 11½@12% ammonia	$5.00@5.35 & 10
Unground, 11½ to 12% ammonia	4.50@4.75 & 10
Ground, 6 to 8% ammonia	4.50@4.75 & 10
Unground, 6 to 8% ammonia	@4.25 & 10

Fertilizer Materials.

Market quiet. Last sales at $4.00 & 10 f.o.b. Chicago. Bone tankage salable at $25.00 per ton.

	Unit Ammonia.
High grd., ground, 10% am.	$4.00@4.10 & 10
Lower grd., and ungr., 6-9% am.	@4.00 & 10
Hoof meal	3.75@4.00
Bone tankage, low grd., per ton	24.00@25.00
Liquid stick	3.75@4.00

Bone Meals.

Trade appears to be looking about for the coming year's contracts in these markets.

	Per Ton
Raw bone meal	$34.00@50.00
Steam, ground	@28.50
Steam, unground	26.00@28.00

Cracklings.

All grades of cracklings are strong. Good grade unground cake and expeller can not be bought at less than $1.25, Chicago. Some producers asking up to $1.30.

	Per Ton
Hard pressed and exp. unground, per unit, protein	$ 1.25@ 1.30
Soft. prsd. pork, ac. grease & quality	85.00@90.00
Soft prsd. beef. ac. grease & quality	50.00@55.00

Gelatine and Glue Stocks.

Sinews, pizzles and hide trimmings in excellent demand. Nominally $35.00 per ton. Considerable trading on contracts of fresh, frozen pig skin scraps and trimmings.

	Per Ton
Kip and calf stock	$ @40.00
Hide trimmings	31.00@35.00
Rejected manufacturing bones	52.50@55.00
Horn piths	@40.00
Cattle jaws, skulls and knuckles	40.00@42.00
Sinews, pizzles and hide trimmings	@35.00
Pig skin scraps and trim., per lb.	@5c

Horns, Bones and Hoofs.

Cattle hoofs sold at $48.00 per ton, Chicago basis. Hoofs strong and in good demand. First quality packer bones sold at $42.00, delivered Chicago.

	Per Ton
Horns, according to grade	$50.00@100.00
Round shin bones	50.00@ 60.00
Flat shin bones	52.50@ 55.00
Cattle hoofs	46.00@ 48.00
Junk bones	27.00@ 28.00

(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

Animal Hair.

This market appears to be marking time, with no trading of consequence on winter hair.

Coil and field dried	2 @ 3c
Processed grey, per lb.	4 @ 6c
Cattle switches, each*	4½@ 5½c

*According to count.

EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, Oct. 11, 1928.

High grade crushed tankage sold at $4.50 & 10c, and ground at $4.60 & 10c basis f.o.b. New York. Buyers are very scarce as far as both feeding and fertilizer interests are concerned.

The fertilizer trade is slow to take on tankage at present prices, and the same thing applies to blood, very little trading being done in either domestic or foreign. The last sale of blood here was at $4.50 f.o.b. New York.

Fish scrap is higher, with sellers asking anywhere from $5.10 & 10c to $5.25 & 10c f.o.b. fish factories Cheasapeake Bay, Va.

Cracklings have also moved up in price, last sales here of 55 per cent protein being at $1.15, with the 50-55 per cent quoted at this same price.

The importers are now holding the price of nitrate of soda firm at the new prices and even talk of advancing the price still more.

Crude Oil Filtration

By John P. Harris and B. F. Glick.*

A few years ago a manufacturer of peanut oil conceived the idea of stabilizing the quality of his oil in order to avoid claims against the oil, with which oil millers have been only too familiar in the past.

As he used one of our products in his work he naturally put the matter up to us, and the research work he thus started, plus the favorable action of the Interstate Cottonseed Crushers Association rules committee last year, were responsible for what I will set forth.

Suffice it to say we found that by the application of materials standardized by long service in other purification processes, considerable improvement could be brought about in the quality and value of crude vegetable oils of all kinds by the simplest kind of treatment.

Quality of the Seed.

Let me diverge here and summarize briefly the situation on crude oil as it existed up to a year or so ago.

The seed came to the superintendent at the mill, its quality depending on the grace of the Lord and the seed buyers. All the superintendent was asked to do was to take this seed and make as near 2,000 pounds of products from each ton as possible, and sometimes it seems as if he were expected to make 3,000 pounds of products from the same ton, in order to break even with the price paid for the seed originally. That, however, is another story.

I am going to leave severely alone everything pertaining to linters, hulls and meal, and confine myself specifically to the production of oil. Moreover, there are men much better fitted to talk on the storage and milling of the seed, and I am going to confine whatever I have to say to the oil after it leaves the presses, with just a casual reference to its previous treatment in so far as it affects the quality of the oil made.

Effect of Storage on Seed.

The cotton crop is harvested slowly over a period of several weeks, and the seed sent to crushing mills whose capacity is such as to spread their operations over six or seven months. This necessitates storage of the seed for sometimes long intervals, and in a climate hot and frequently damp. As is natural, decomposition occurs, resulting in the formation of objectionable impurities which must be removed. If storage conditions are such as to aggravate this effect, it is easy to see that the crusher already has a problem on his hands before starting to grind.

Even when fresh seed is freshly ground and pressed, the oil contains suspended matter of mineral and vegetable origin, while in solution are varying amounts of free fatty acids, mucilaginous, resinous, albumenoid and waxy matter which are expressed from the seed under the high temperatures and pressures used. Should the seed be old or heated or otherwise damaged, these impurities are largely increased, the amounts varying with the nature of the seed.

Handling Crude Oil.

Similar conditions prevail in handling the crude oil. It is produced in six or seven months, and sometimes even sold from one season to another, being held prior to delivery in tanks, barrels and tank cars.

It is easy to see, therefore, that crude oil is a variable commodity and that its average quality may vary largely from month to month and from season to season. Speed and proper handling of both the seed and oil can minimize these effects, but the mill has just a certain capacity, so just a certain definite time will elapse before the seed is handled.

Prior to the introduction of the new oil settlement rules early in 1927, all oils with a refining loss of less that 9.0 per cent and a color of the refined oil less than 7.6 were considered as prime quality, and the prevailing market price was paid for any oil of this standard; whereas, any oils with higher refining loss and color had to submit to price deductions on the deviations from these figures.

With no inducements to make any oil better than the prime standard, there was little attempt made to produce the best quality of oil possible, seeing that it did not bring any better price.

Abuses in Oil Grading.

In a good season, with a normal outrun, when all oil happened to be better than prime, various abuses have been reported to bring the oil to such a condition that it would just pass the prime standard and no more. One cannot blame the crusher for such a state of affairs, for it is only natural that he should give nothing away in view of the fact that his price was reduced whenever the oil was below prime standard.

With the introduction of the new rules, however, this situation was materially altered. Just as the claims against the oil had, prior to these rules, varied with what we might call the degree of badness of the oil so now standards were set up giving the crusher a premium for every degree of refining loss and color better than prime.

It is now, therefore, strictly up to the crusher to make the best quality of oil possible from the seed on hand as any improvement results in a materially increased price for his product.

Color and Refining Loss.

Let us now see what is meant by the refining loss and the color, by which the price of the oil is determined, and how it is affected by the various factors governing the production of crude oil.

By the refining of an oil is meant the purification of the oil by the removal from it of all possible impurities. These impurities, as noted, consist of free fatty acid generated by the decomposition of the oil in the seed, mucilaginous, resinous, albumenoid and waxy matter which are expressed from the seed at the same time as the oil. Some of these products are soluble in the oil and some of them are insoluble or only slightly soluble and are thrown out of solution on settling.

Getting Rid of Impurities.

Taking advantage of this latter method—that is settling—was the only purification method possible to the crude oil miller without treading on the refiners' toes by the installation of equipment and processes similar to what he normally uses.

The agent used by the refiner for removing the impurities in the oil as it comes to him is caustic soda, which acts as a neutralizing agent for the free fatty acids and a coagulant for the albumenoid, resinous and mucilaginous matter. This coagulated matter is precipitated and forms a part of the soap stock formed by the saponification of the free fatty acids.

Take for example the case of an oil containing 1 per cent free fatty acids. The actual weight of the free fatty acids to be removed is 1 per cent and the weight of the resins, albumens, mucilage, phosphetids, etc., to be removed is probably less than .1 per cent, but, in removing this 1.1 per cent of impurities we have a refining loss of maybe 6 per cent, or roughly six times what it is theoretically necessary to lose.

The reason for this is that in this refining operation about 5 per cent of good edible, refined oil is emulsified in with this resinous, mucilaginous, albumenoid, soap stock mixture, and it is about cutting down the amount of this emulsifying mixture that I'm talking. In other words, we want to help you to make the kind of oil that will not lead to this unnecessary waste of good oil in the refining kettle.

(To be continued.)

*Read at Tri-State Oil Mill Superintendents' Convention, Memphis, Tenn.

The Refiner and Crude Oil Filtration

Where the refiner comes into this picture of the filtration of crude oils will be discussed in an article by Messrs Harris and Glick in later issues of THE NATIONAL PROVISIONER.

OIL CHEMISTS TO MEET.

The American Oil Chemists' Society will hold their fall meeting in New York City, October 25 and 26. Headquarters will be established at the Hotel McAlpin. The first day's session will be held in the board of governors' room of the New York Produce Exchange, Produce Exchange Building. The meeting on the second day will be held at Hotel McAlpin. A soap and soap-by-product section of the society will be organized during the meeting.

Vegetable Oil Markets

WEEKLY REVIEW

Market Quieter—Trend Easier—Crude Steady—Seed Firm—Hedge Pressure Light—Cash Trade Quiet—Lard Weak—Cotton Report Standoff.

A fair volume of trade and an easier trend featured cotton oil on the New York Produce Exchange the past week. Commission house liquidation in a mild way, professional pressure inspired by the weakness in lard and a less strong tone in cotton served to bring about moderate downturns. An absence of any particular hedge pressure, and scattered buying and profit taking, served to limit the breaks. A good portion of the trade was again of a professional character, and the market in the main fluctuated with cotton.

Buying power did not follow the bulges, but on the other hand, selling pressure dried up on the breaks. Southern houses appeared to have bought on balance the last few days, while wire house brokers were on both sides. Ring shorts evened up with small profits. Everything considered, the market was stubborn to pressure, and considering the lard situation, made a fairly good showing. The latter was due to an absence of any particular selling of crude by the south, and to a continued slow movement of seed and advancing seed prices.

While southeast and Valley crude sold at 8⅛@8¼c in a moderate way, leading refiners were bidding 8⅛c in those sections. A moderate Texas business passed at 8c, with that figure later bid. Reports from the southeast had it that some of the mills were closing down because of a scarcity of seed supplies, while the big mills in that section, it was reported, were working only one shift.

Cash Trade Quiet.

In Georgia, seed was quoted at $40.00 @41.00 per ton; in Alabama, $43.00 per ton; in Mississippi hill country, $44.00 per ton; in the Delta, as high as $46.00 per ton.

The fact that the open interest in the market is of moderate size, appeared to have been a stabilizing influence as no important liquidation materialized on the breaks. Commission houses were moderate sellers of October in the way of evening up, while refiners' brokers were the buyers. There was some spreading between the various positions, but not of sufficient size to cut much figure.

Cash trade was reported quiet in both oil and compound and induced selling at times, particularly as it was figured that the lard weakness meant more competition for compound. The let-up in the compound demand was more or less emphasized by a break of about a cent a pound in oleo stearine at New York to 11c nominal. The dullness in cash trade, however, was not altogether surprising as it is generally known that consumers are booked up for the next few weeks. This was more or less confirmed by the lack of hedge pressure against crude purchases indicating that refiners were distributing larger quantities of old oil on hand than they were purchasing of new oil in the way of crude.

Weather Conditions Favorable.

The weakness in lard was largely attributed to further sharp breaks in hog prices as well as to dullness in cash lard trade. The western hog run was fairly liberal, and there is but little question that the lard situation bears watching from this time forward. While the market for oil is still influenced by cotton, the size of the crop is pretty well defined by this time so that the movement of seed and oil will cut more figure in the near future.

The Government report placed the crop at 13,993,000 bales, or about in line with expectations. The average guess of 46 members of the New York Produce Exchange cotton oil trade was 14,071,000 bales. The Government placed the ginnings to October 1 at 4,961,032 bales compared with 5,944,739 bales last year. The corn crop was placed by the Government at 2,903,000,000 bu. compared with 2,931,000,000 bu. the previous month and 2,774,000,000 bu. final last year.

The tallow situation continued tight, with extra New York 9c bid and 9¼c asked. Reports are current of business passing at the latter figure. Tallow supplies continue scarce, and palm oil on the spot is scarce and strong. As yet little or nothing has been heard of soaper' inteerst in cotton oil.

In several quarters, it was argued that weather conditions have been favorable in the south since the cotton report was compiled, the intimation being that the present outlook is somewhat above the last Government figure. However, cotton oil interests here stated that some of the best posted cotton interests in the southeastern part of the belt claim that the Government report would prove 300,000 bales too large for the southeast. The Government weekly weather report said the

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Oct. 11, 1928. — Continued decline in hogs and lard caused lower prices for both crude and refined cotton oil. Crude sold from 8¼c down to 7.98c Texas; 8½c down to 8⅛c valley. Eight cents is freely bid for Texas and 8¼c for valley. Prime bleachable barely steady at 9¼c loose New Orleans. Future market continues dull in absence of hedging pressure. With an increased supply of cotton oil this season and a smaller supply of cotton, it is believed oil will likely be governed less by cotton fluctuations than usual, and will be far more sensitive to corn, hogs and lard. It appears a soap basis will be necessary to absorb the cotton oil surplus.

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Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Oct. 11, 1928.—Eight and a quarter cents bid for crude in the valley. There is no trading. Loose cottonseed hulls, $7.00 f.o.b. Memphis; forty-one per cent meal, $44.00 Memphis.

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Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Oct. 11, 1928.—Prime cotton seed delivered Dallas, irregular; prime crude oil, 8c; forty-three per cent cake and meal, f.o.b. Dallas, $44.00; hulls, $8.00; mill run linters, 4@5c. Weather warm; market dull.

week was generally warm with sunshine prevailing over most sections of the cotton belt. Cotton opened rapidly and picking and ginning was well advanced.

COTTONSEED OIL—Market transactions:

Friday Oct. 5, 1928.

	Sales.	—Range— High.	Low.	—Closing— Bid.		Asked.
Spot	....	....	....	990	a	....
Oct.	700	1000	1000	995	a	999
Nov.	....	....	....	985	a	999
Dec.	3200	997	990	992	a	990
Jan.	1800	1003	996	997	a	....
Feb.	....	....	....	998	a	1008
Mar.	3600	1025	1012	1012	a	....
Apr.	....	....	....	1015	a	1025
May	2200	1030	1029	1029	a	....

Total sales, including switches, 11,500 bbls. P. Crude S. E. 8¼@8⅜c.

Saturday Oct. 6, 1928.

	Sales.	High.	Low.	Bid.		Asked.
Spot	....	....	....	1000	a	....
Oct.	100	1008	1008	1002	a	1010
Nov.	100	1000	1000	993	a	1010
Dec.	....	....	....	994	a	998
Jan.	600	1003	1000	1000	a	1003
Feb.	....	....	....	995	a	1015
Mar.	100	1020	1020	1016	a	1018
Apr.	....	....	....	1018	a	1030
May	....	....	....	1031	a	1035

Total sales, including switches, 900 bbls. P. Crude S. E. 8¼c Bid.

Monday, Oct. 8, 1928.

	Sales.	High.	Low.	Bid.		Asked.
Spot	....	....	....	990	a	1010
Oct.	....	....	....	990	a	1005
Nov.	....	....	....	980	a	1001
Dec.	3200	1008	987	987	a	....
Jan.	2100	1020	995	991	a	995
Feb.	100	1020	1020	990	a	998
Mar.	4000	1027	1008	1010	a	1008
Apr.	....	....	....	1007	a	1020
May	3300	1041	1020	1024	a	1023

Total sales, including switches, 12,700 bbls. P. Crude S. E. 8⅛c Bid.

Tuesday, Oct. 9, 1928.

	Sales.	High.	Low.	Bid.		Asked.
Spot	....	....	....	980	a	1000
Oct.	1300	990	982	981	a	985
Nov.	....	....	....	974	a	990
Dec.	1800	989	978	978	a	979
Jan.	4200	998	985	986	a	....
Feb.	200	997	995	997	a	....
Mar.	3000	1013	1000	1002	a	....
Apr.	100	1018	1018	1010	a	1020
May	3000	1029	1017	1019	a	1020

Total sales, including switches, 13,600 bbls. P. Crude S. E. 8⅛c Bid.

Wednesday, Oct. 10, 1928.

	Sales.	High.	Low.	Bid.		Asked.
Spot	....	....	....	980	a	....
Oct.	1200	980	980	980	a	987
Nov.	100	976	976	977	a	980
Dec.	2300	983	975	982	a	983
Jan.	1100	987	982	989	a	990
Feb.	....	....	....	990	a	1005
Mar.	1100	1006	995	1006	a	....
Apr.	....	....	....	1015	a	1020
May	2200	1025	1015	1025	a	....

Total sales, including switches, 8,000 bbls. P. Crude S. E. 8⅛c Bid.

Thursday, Oct. 11, 1928.

	Sales.	High.	Low.	Bid.		Asked.
Spot	....	....	....	1000	a	....
Oct.	....	990	990	1000	a	1013
Nov.	....	1010	1010	1010	a	....
Dec.	....	1010	1010	1010	a	....
Jan.	....	1015	995	1015	a	....
Feb.	....	....	....	1014	a	1030
Mar.	....	1036	1015	1035	a	1036
Apr.	....	....	....	1035	a	1045
May	....	1045	1032	1048	a	1049

Sales, 10,100 barrels.

See page 44 for later markets.

COCOANUT OIL—Demand has been fair and the market stronger. Sellers not pressing and the market was helped by the continued strength in tallow and other competing commodities. At New York, tanks were quoted at 8¼@8⅜c, and at the Pacific coast, 7⅞@8c.

CORN OIL—While the demand was moderate, the market ruled very steady. Offerings were well held and prices were quoted at 8½@8¾c f.o.b. mills.

SOYA BEAN OIL—Demand generally ruled quiet. Offerings were limited and the undertone firm. At New York, barrels were quoted at 12½c; tanks, 10¼c; Pacific coast tanks were quoted at 9⅝c nominal.

PALM OIL—Supplies of spot oil at New York are very light and strongly held. Cabled offerings for shipment for October-December are also limited and strong. While buyers did not readily follow advances, the situation was tight due to strength in tallow and lack of pressure from the leading importers. At New York, spot Nigre was quoted at 8c; shipment Nigre, 7¾c; spot Lagos, 9c; shipment, 8¾c.

PALM KERNEL OIL—The leading importers were reported to have withdrawn as sellers and the market was dull but firm. New York tanks were quoted at 8¼@8½c and barrels at 9¼@9½c.

OLIVE OIL FOOTS—Consuming interest was moderate, but the market ruled firm as offerings of nearby supplies were limited, and quoted at 10⅜@10½c New York.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Demand for spot oil was quiet and store oil was quoted nominally at ¼ to ⅜c over October. Southeast and Valley crude, 8⅛c bid; Texas, 8c sales. Only moderate quantities were coming out.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, October 11, 1928.

Extra tallow, f.o.b. seller's plant, 9c lb.; Manila cocoanut oil, tanks, New York, 8¼c lb.; Manila cocoanut oil, tanks, coast, 7¾c lb.; Cochin cocoanut oil, barrels, New York, 10½c lb.

P. S. Y. cottonseed oil, barrels, New York, 11¾c lb.; crude corn oil, barrels, New York, 10¾@11c lb.; olive oil foots, barrels, New York, 10½@10¾c lb.; 5 per cent yellow olive oil, barrels, New York, $1.30@1.35 gal.

Crude soya bean oil, barrels, New York, 11¼@12¼c lb.; palm kernel oil, barrels, New York, 9¾c lb.; red oil, barrels, New York, 9¾c lb.; Nigre palm oil, casks, New York, 8½c lb.; Lagos palm oil, casks, New York, 9¼c lb.; glycerine (soaplye), 7¾c lb.

HULL OIL MARKET.

Hull, England, Oct. 11, 1928,—(By Cable.)—Refined cottonseed oil, 34s; Egyptian crude cottonseed oil, 30s.

COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, October 1, 1928, to October 10, 1928, none.

The Week's Closing Markets

THURSDAY'S CLOSINGS

Provisions.

Hog products were barely steady the latter part of the week. There was further liquidation in lard but support was better. Southern demand for bellies improved. Hogs are slightly steadier, but lard sentiment is very mixed.

Cottonseed Oil.

Cotton oil is quiet and very steady owing to light hedge pressure and fears of a cold wave working south. Locals were on both sides. Southeast crude, 8¼c bid; Valley, 8⅛c bid; Texas, 7⅞c sales and bid. Georgia seed quoted at $42.00@43.00 per ton; Alabama, Missouri, Arkansas and Tennessee $45.75 per ton.

Quotations on cottonseed oil at New York, Thursday noon were: Oct. $9.90@10.10; Nov., $9.95@10.15; Dec., $10.01@10.04; Jan., $10.05@1010; Feb., $10.05@10.25; Mar., $10.23@10.25; Apr., $10.25@10.38.

Tallow.

Tallow, extra, 9@9¼c.

Stearine.

Stearine, oleo, 11c nominal.

THURSDAY'S GENERAL MARKETS.

New York, Oct. 11, 1928.—Lard prime western, $12.55@12.65; middle western, $12.45@12.55; city, 12¼@12⅜c; refined continent, 13⅜c; South American, $14.50; Brazil kegs, $15.50; compound, 12c.

DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending October 6, 1928, were 5,004 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.

BRITISH PROVISION CABLE

(Special Cable to The National Provisioner.)

Liverpool, Oct. 12, 1928.—General provision market continues dull with little activity. Limited trade on A. C. hams for November shipment but offerings fairly plentiful six months in advance with no response. Picnics and square shoulders quiet. Pure lard fair.

Today's prices are as follows: square shoulders, 82s; American cut hams, 105s; long cut hams, 114s; Cumberlands, 90s; short backs, 96s; picnics, 58s; Wiltshires, none; clear bellies, 91s; spot lard, 65s 6d.

EUROPEAN PROVISION CABLES.

The market at Hamburg was rather quiet during the week ended Oct. 6, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 755 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 92,000, at a top Berlin price of 18.15 cents a pound, compared with 104,000, at 16.43 cents a pound, for the same week last year.

The total of pigs bought in Ireland for bacon curing was 32,000 for the week, compared with 27,000 for the same period last year.

The estimated slaughter of Danish hogs for the week ending October 5, 1928, was 94,000.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Oct. 11, 1928, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (700 lbs. up):				
Choice	$24.00@25.50	$24.50@25.50	$25.00@26.00	$25.00@26.00
Good	22.00@24.00	22.00@24.50	22.00@25.00	23.00@25.00
STEERS (550-700 lbs.):				
Choice	24.50@26.50	....	25.00@26.50	26.00@27.00
Good	22.50@24.50	....	22.00@25.00	23.00@25.00
STEERS (500 lbs. up):				
Medium	16.00@21.00	18.50@22.00	17.00@22.00	17.00@22.00
Common	14.00@16.50	17.00@18.50	15.50@17.00	15.00@16.00
STEERS: (1)				
YEARLING: (300-550 lbs.)				
Choice	25.00@27.00	....	25.00@27.00	....
Good	23.00@25.00	....	24.00@25.50	....
Medium	18.50@23.00	....	....	....
COWS:				
Good	16.00@17.00	15.50@17.00	16.00@18.00	17.00@18.00
Medium	14.00@15.50	14.50@15.50	15.00@17.00	15.00@16.50
Common	13.00@14.00	14.00@14.50	14.00@15.00	13.00@14.50
Fresh Veal and Calf Carcasses:				
VEALERS: (2)				
Choice	24.00@25.00	25.00@27.00	26.00@28.00	24.00@25.00
Good	22.00@24.00	23.00@25.00	24.00@26.00	22.00@24.00
Medium	19.00@21.00	20.00@23.00	22.00@24.00	19.00@21.00
Common	17.00@19.00	18.00@20.00	20.00@22.00	....
CALF: (2) (3)				
Good	17.00@19.00	18.00@20.00	20.00@23.00	17.00@19.00
Medium	15.00@17.00	16.00@18.00	17.00@20.00	15.00@17.00
Common	14.00@16.00	15.00@16.00	16.00@18.00	13.00@15.00
Fresh Lamb and Mutton:				
LAMB: (38 lbs. down)				
Choice	22.00@24.00	23.00@25.00	24.00@26.00	23.00@25.00
Good	21.00@23.00	22.00@24.00	22.00@25.00	23.00@24.00
Medium	19.00@21.00	20.00@22.00	21.00@23.00	21.00@23.00
Common	17.00@19.00	19.00@21.00	19.00@21.00	19.00@21.00
LAMB: (39-45 lbs.)				
Choice	22.00@24.00	23.00@25.00	24.00@26.00	23.00@25.00
Good	21.00@23.00	22.00@24.00	22.00@25.00	23.00@24.00
Medium	19.00@21.00	20.00@22.00	21.00@23.00	21.00@22.00
Common	17.00@19.00	....	19.00@21.00	....
LAMB: (46-55 lbs.)				
Choice	20.00@21.00	21.00@23.00	....	22.00@24.00
Good	19.00@20.00	....	....	21.00@22.00
MUTTON: (Ewe) 70 lbs. down:				
Good	11.00@13.00	13.00@15.00	13.00@14.00	13.00@14.00
Medium	9.00@11.00	11.00@13.00	11.00@13.00	12.00@13.00
Common	8.00@ 9.00	9.00@11.00	9.00@11.00	10.00@12.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	22.00@24.00	23.00@25.00	22.00@25.00	19.00@24.00
10-12 lbs. av.	21.00@23.00	22.00@24.00	21.00@23.00	18.00@23.00
12-15 lbs. av.	20.00@22.00	20.00@22.00	20.00@22.00	18.00@21.00
16-22 lbs. av.	17.00@19.00	18.00@20.00	18.00@21.00	16.00@19.00
SHOULDERS: N. Y. Style, Skinned:				
8-12 lb. av.	17.00@19.00	....	20.00@23.00	20.00@22.00
PICNICS:				
6-8 lbs. av.	....	20.00@21.00	....	18.00@20.00
BUTTS: Boston Style				
4-8 lb. av.	19.00@22.00	....	24.00@27.00	20.00@23.00
SPARE RIBS: Half Sheets	14.00@16.00	....	....	....
TRIMMINGS:				
Regular	13.00@13.50	....	....	....
Lean	18.00@20.00	....	....	....

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUG. 24, 1912 of The National Provisioner, published weekly at Chicago, Illinois, for October 1, 1928.

State of Illinois, County of Cook, ss. Before me, a notary public in and for the state and county aforesaid, personally appeared Paul I. Aldrich, who, having been duly sworn according to law, deposes and says that he is the Editor of The National Provisioner, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations.

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, The National Provisioner, Inc., 407 S. Dearborn St., Chicago, Ill.

Editor, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

Managing Editor, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

Business Manager, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

2. That the owners are: The National Provisioner, Inc., 407 S. Dearborn St., Chicago, Ill.; Estate of J. H. Senner, 15 Park Row, New York, N. Y.; Estate of Julius A. May, 15 Park Row, New York, N. Y.; Estate of Geo. L. McCarthy, 15 Park Row, New York, N. Y.; Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.; Frank N. Davis, 407 S. Dearborn St., Chicago, Ill.

3. That there are no known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation, has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

PAUL I. ALDRICH, Vice-Pres.

Sworn to and subscribed before me this 1st day of October, 1928.

NELLIFERN FARMER.

(My commission expires March 18, 1931.)

Hide and Skin Markets

Chicago.

PACKER HIDES—Packer hide market has been dull and unsettled during the week, with buyers and sellers generally a cent apart in their ideas of values. Sellers contend that values have declined as much as conditions warrant, while buyers continue to talk lower prices, based on the unsatisfactory condition of the leather market, upper leather particularly. Sales of only about four cars of hides were reported during the week, at steady prices as the week opened. Killers have not been openly offering hides, in general, but buyers claim that some descriptions could be bought at ½c under last trading prices, with a cent under last trading prices generally bid.

Spready native steers nominally around 24½c. A few heavy native steers sold at 22½c, early; while not actually offered, buyers claim these could now be bought for 22c. One car of October extreme native steers sold early at 20c.

Last trading in butt branded steers was at 21c and 20c now bid. Colorados last sold at 20c and 19c now bid. One car of heavy Texas steers sold early at 21c, steady with last week's nominal market; light Texas steers last sold at 20c and extreme light Texas at 19c; buyers' ideas a cent less here also.

Last trading in heavy native cows was at 22c, with buyers' ideas a cent or more lower. Light native cows last sold at 19½c; buyers bidding 18c and rumor of sale at 19c vigorously denied. Branded cows last sold at 19c and 18c now bid.

Bulls have been neglected and quoted in a nominal way around 14@14½c for native bulls and 13@13½c for branded.

SMALL PACKER HIDES—First trading in October hides appeared late last week when one local killer moved October production of about 7,000 hides at 19c for all-weight native steers and cows and 18c for branded: bulls were included at 14c for native bulls. Market eased off around mid-week, when a local killer moved October production of 8,000 to 9,000 hides on split weight basis; the 25-45 lb. native hides brought 18½c, 45 lb. up 18¼c, and all branded hides 18c flat. Another local killer sold October production of about 2,500 later on same basis.

HIDE TRIMMINGS—Market has been dull for some time on hide trimmings; however, one big packer moved four cars late last week at a price reported equivalent to $35.00 per ton, Chicago. Small packer trimmings quoted nominally around $31.00.

COUNTRY HIDES—Country hide market continues unsettled, with buyers showing no great interest at the moment. Some sales of good all-weights reported early at 15½c; others talking 16c, while buyers' ideas around 15c, selected, delivered. Heavy steers and cows continue slow and quoted in a nominal way around 14½@15c, selected. Good 45-60 buff weights quoted 15½@16c, with top last paid. Extremes quoted 18@18½c, in a nominal way, with buyers holding off pending some further action on packer light cows. Bulls neglected and nominally 11@12c. All-weight branded quoted nominally around 13½@14c, less Chicago freight.

CALFSKINS—Last trading in packer calfskins was last week, at 28c for northern October skins and 27c for southerns; more available on this basis. Couple packers apparently moved September calf quietly short while back, as only one packer now reported holding September skins.

First salted Chicago city calfskins declined another cent at the end of last week, when one car sold at 25c; buyers' ideas around 24c for more. Outside cities quoted around 24c, nominal. Mixed cities and countries around 22½@23c.

KIPSKINS—Packer kipskins are offered at 26c for northern natives, southerns a cent less, and 25c for overweights; branded kips nominally around 23½c. Little interest at the moment on the part of buyers.

First salted Chicago city kips declined at the end of last week when one car sold at 23c; now offered at 22½@23c. Outside cities quoted around 22@22½c, nominal. Mixed cities and countries around 20c.

Packer regular slunks last sold at $1.75; hairless nominally 60@65c.

HORSEHIDES—Market easier, with good lots of all renderers available at $6.50, ranging down to $5.25@5.75 asked for ordinary mixed lots.

SHEEPSKINS—Dry pelts quoted 23@25c per lb., according to section. Arrivals of shearlings very light and last trading at $1.65 for couple lots big packer shearlings running practically all No. 1's, with an earlier sale at $1.60. Some houses well sold ahead to end of October on pickled skins, with last trading at $10.25 per doz. straight run of packer lamb; some reported available in other directions at slightly less. New York market easier and offered at $9.75@10.00 for straight run of packer lamb.

PIGSKINS—Sales of seven cars No. 1 pigskin strips, 5x15's, at 10¼c. Gelatine stocks again sold at 5c.

New York.

PACKER HIDES—Packer hide market quiet during the week. There was some further trading in September takeoff late last week, with last sales of native steers at 23c, butt brands at 21c and Colorados at 20c, leaving September hides about cleaned up.

COUNTRY HIDES — Market continues dull and easy. The disappointing condition of the patent leather market has caused buyers of country extremes to hold off and little interest has been apparent in the country hide market. All-weights quoted nominally around 15½c; some trading in Ohio buff weights reported at 16c; extremes quoted nominally 18@18½c.

CALFSKINS—Calfskin market at a stand-still, with wide difference of opinion between tanners and dealers as to values. Last trading in 5-7's was at $2.45, 7-9's at $2.80 and 9-12's at $3.80, but these prices no longer a market criterion. Kip market also dull and easy.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended October 6, 1928, 2,844,000 lbs.; previous week, 4,519,000 lbs.; same week, 1927, 4,201,000 lbs.; from January 1 to October 6, 157,594,000 lbs.; same period, 1927, 171,650,000 lbs.

Shipments of hides from Chicago for the week ended October 6, 1928, 4,350,000 lbs.; previous week, 4,431,000 lbs.; same week, 1927, 4,683,000 lbs.; from January 1 to October 6, 171,784,000 lbs.; same period, 1927, 197,823,000 lbs.

TANNERS' HIDE STOCKS.

Stocks of hides and skins held by tanners on August 31, 1928, subject to correction, with comparisons for the previous month, are reported by the U. S. Department of commerce as follows:

	Aug., 1928	July, 1928.
Cattle, total	1,141,189	1,398,372
Steers	462,280	419,230
Cows	703,002	743,464
Bulls	29,233	24,409
Unclassified	216,674	211,209
Calf	1,704,475	1,907,883
Kip	215,431	186,304
Sheep and lamb	6,219,787	5,701,936
Goat and kid	7,907,281	7,465,332
Cabretta	598,970	481,195

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Oct. 12, 1928, with comparisons, are reported as follows:

PACKER HIDES.

	Week ended Oct. 12, '28.	Prev. week.	Cor. week, 1927.
Spr. nat. strs.	@24½n	@25½n	24½@25n
Hvy. nat. strs.	22 @22½	@23	@23½
Hvy. Tex.strs.	20b @21ax	@21½	@22
Heavy butt brnd'd strs.	20b @21ax	@21	@22
Hvy. Col. strs.	19b @20ax	@20	@21½
Ex-light Tex. strs.	18b @19ax	@19	20½b@21ax
Brnd'd cows	18b @19ax	@19	20½b@21ax
Hvy. nat. cows	21b @22ax	@22	@22
Lt. nat. cows	18b @19½ax	@19½	@22
Nat. bulls	14 @14½n	14½@15n	17b @17½ax
Brnd'd bulls	13 @13½n	13½@14n	@15½
Calfskins	@28ax	@28	25½@26
Kips, nat.	@26ax	26 @27n	@24½
Kips, ov-wt.	@25ax	25 @26n	@24½
Kips, brnd'd	@23½n	23½@24½n	@22½
Slunks, reg.	@1.75n	@1.75	1.60@1.75n
Slunks, hrls.	60 @65n	60 @65	90 @1.00n

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Nat. all-wts.	18¼@18½	18½b@20ax	21½b@22ax
Branded	@18	17½b@19ax	20½b@21ax
Nat. bulls	@14	14 @14½n	@16½
Brnd'd bulls	@12	13 @13½n	@15n
Calfskins	24 @25	25 @26n	23½@24ax
Kips	@22ax	@24ax	22½@23n
Slunks, reg.	@1.60n	@1.60	@1.75
Slunks, hrls.	50 @55n	50 @55	80 @1.00

COUNTRY HIDES.

Hvy. strs.	14½@15n	@15n	17 @17½ax
Hvy. cows	14½@15n	@15n	17 @17½ax
Buffs	15½@16	16 @16½	18½@19ax
Extremes	18 @18½n	18 @18½n	20½@21½ax
Bulls	11 @12n	11½@12n	13½@14ax
Calfskins	@20n	@21n	@19n
Kips	@19n	@20n	@19n
Light calf	1.40@1.50	1.50@1.60	@1.20
Deacons	1.40@1.50	1.50@1.60	@1.20
Slunks, reg.	75 @90	75 @90	75 @1.00
Slunks, hrls.	25 @30	25 @30	30 @40
Horsehides	5.25@6.50	5.50@7.00	6.00@7.00
Hogskins	70 @80	70 @80	70 @75

SHEEPSKINS.

Pkr. lambs	....	....	....
Sml. pkr. lambs			
Pkr. shearlgs.	1.60@1.65	1.60@1.65	1.10@1.20
Dry pelts	23 @25	25 @27	25 @27

Where are hides most frequently "scored," and what is the right practice to prevent this? Ask the "Packer's Encyclopedia," the meat packer's dictionary and guide.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Oct. 11, 1928.

CATTLE—Compared with a week ago, fed steers and yearlings are 25@50c, mostly 50c higher. It was largely a forced market, sharp reduction in supply figures stimulating the advance. Western native grassers, 25@50c up on slaughter account; good and choice butcher heifers, 25@50c higher; slight improvement on choice fat cows; common cows and cutters, 25c lower; bulls, weak to 15@25c lower; vealers, $1.00 higher; extreme top fed steers, $18.35; liberal supply late in week at $17.75 upward. Yearlings reached $18.10; most fed steers, $14.00@17.25; grassy and native offerings, largely $11.00@13.00; most grass fat cows, $9.00 downward, with cutters, $6.00@7.00; underweight low cutter falling to $5.25. Light vealers sold up to $17.00 at the close.

HOGS—Consistently lower prices for the first three days of the week, with a slight reaction upward at the close, featured the hog trade. In comparison with a week ago, better grade hogs are mostly $1.00@1.10 lower; packing sows, 75c@$1.00 lower. An increase of 96,000 in receipts at the principal market in comparison with week ago, and extremely narrow outside demand were the principal factors responsible for the price break. Today's top, $10.25; week ago, $11.30; today's bulk better grade hogs scaling 180 to 340 lbs., $9.80@10.15; good and choice, 140 to 160 lb. weights, $9.10@9.60; choice 160 lb. average, up to $9.75; pigs, $8.25@9.25; bulk packing sows, $8.75@9.15; smooth sows on butcher order, up to $9.25 and above.

SHEEP — Comeback on slaughter lambs from low spots late last week was very gradual on account of resistance of buyers who complained of a sluggish dressed trade. Supply fell off and salesmen forced strength each day. In between grades, sorts considered, show big end of week's 25@50c upturn; top natives, $13.50; westerns, $13.45; killer supply generally selling on a quality spread within $12.25@13.35 range late. Throwouts shared in strength at $10.00@11.00; sheep lost 25c in slow trade.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., Oct. 11, 1928.

CATTLE—Lighter receipts and the predominance of stocker and feeder steers in the arrivals were instrumental in reflecting a stronger undertone in the beef steer trade, and closing levels are strong to 25c higher on all grades and weights. Better grades scaling under 1,150 lbs. show the full advance. All classes of she stock closed on a steady to strong basis, and bulls are steady to 25c higher. Vealers and calves advanced 50c@$1.00, with the late top at $15.00. Choice 1,104 lbs. long yearlings topped the week's trade at $17.50; best light yearlings went at $17.40 and desirable heavies made $17.00. Bulk of the native fed arrivals went from $14.00@17.25. Most fed westerns cleared from $12.00@14.00 and straight grassers brought $9.00@11.50.

HOGS—A decidedly bearish feeling existed in the hog trade and sharply lower prices were effected. Values are mostly $1.00@1.20 lower than last Thursday with all grades and weights sharing the decline. Shipping orders were curtailed to the minimum early in the week, but on later days considerable improvement was in evidence and the market strengthened to some extent. The closing to both shippers and packers rested at $9.90 on desirable 210-250 lb. offerings. Packing grades closed 75c@$1.00 off.

SHEEP—Demand for fat lambs was fairly broad and final prices are 15@25c over a week ago. Best range lambs reached $13.25 late in the week, while the bulk of arrivals went from $12.90@13.15. Mature classes closed fully steady with a week ago, but are 25@50c higher than Monday. Best range ewes made $6.75 at the close and the bulk sold from $5.75@6.50.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Oct. 11, 1928.

CATTLE—Moderate receipts and an improved shipper demand resulted in strong to higher prices on all killing classes. Fed steers and yearlings are mostly 25@50c higher, with extremes on good yearlings 75c up. She stock advanced 25@40c, and bulls closed the week strong to 25c higher. Veals and calves held firm. Weighty steers, 1308 lb., earned $17.25; medium weights, $17.50; long yearlings, $17.65. Practical top veals, $15.00.

HOGS—It was a buyers' market most of the period, with price trend sharply lower, although at the extreme close there was slight reaction for the better. Comparisons Thursday with Thursday show values 85c@$1.00 lower.

SHEEP—Very little fluctuation developed in the sheep market, practically all classes holding steady. Bulk of the fat range lambs are selling at $12.75@13.00; week's top, $13.25; natives, $12.50@12.75; fed clipped lambs, $11.75; fat ewes, largely $5.50@6.50; top, $6.85.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

E. St. Louis, Ill., Oct. 11, 1928.

CATTLE—Compared with one week ago, steers sold 50@75c higher; mixed yearlings and heifers, 50c@$1.00 higher; cows, 25@50c higher; all cutters, steady; medium bulls and vealers, 25c higher. Tops for week: 1117 lb. matured steers, $17.00; 852 lb. yearlings, $16.25; 673 lb. mixed yearlings, $14.65; 722 lb. heifers, $14.00; 867 lb. western grass steers, $12.00.

HOGS—Liberal marketing proved a depressing factor in the price situation. Market ruled fairly active despite the price regression. Shippers bought moderately and packers more freely. Compared with last Thursday, butchers mostly $1.00 lower; pigs, 50@75c off; packing sows, 75@85c lower. Today's market strong. Top, $10.20.

SHEEP—Compared with one week ago: Fat lambs mostly 50c higher; others, steady; today's market strong to shade higher. Bulk fat lambs, $12.50@12.75. Week's top, $13.00 to city butchers.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

South St. Paul, Minn., Oct. 10, 1928.

CATTLE—Feeder competition and the general decrease in receipt figures accounted for the strong to 25c upturn on killing cattle in the face of the continued dull market for dressed beef at eastern centers. A few fed steers

turned at $12.00@16.00, while grassy offerings were mostly salable at $11.50 downward, feeders diverting the bulk of all kinds. Fat cows turned at $7.00 @8.50; heifers, $8.00@9.50; cutters, $5.75@6.50; bulls, $7.75@8.25; vealers, mostly $14.50@15.00.

HOGS—Hog values broke unevenly 75c@$1.00 on desirable lights, butchers and packing sows, 25c on light lights and 50c on pigs. Desirable lights and butchers Wednesday sold at $9.50; light lights, $9.25; packing sows, $8.50; pigs, $10.00.

SHEEP—Sheep and lambs were unchanged, the latter selling from $11.75 @12.75 for desirable offerings; heavies, $10.50; culls, $9.50. Sheep turned from $5.00@6.25, with culls down to $2.00.

SIOUX CITY

(Special Letter to The National Provisioner.)

Sioux City, Ia., Oct. 10, 1928.

CATTLE—Cattle receipts for the first half week totaled 15,000 or 3,500 less than last week and the corresponding week last year. The bulk of the offerings came from the range sections and were returned to corn belt feed lots. All classes of fat cattle showed an advance of 25@50c. Nothing prime was received in the yearling order, such classes being quotable up to $17.50, with the bulk of the better grades arriving selling at $16.00@16.50. Warmed-ups, down to $14.00 and under. Best finished heifers sold at $16.25, with the bulk of the better grades of corn fed heifers at $12.00 and up. Grass heifers are selling at $9.00@11.50; grass cows, $7.00@9.50; veals, $7.00@13.50; bulls, $7.00@9.50; canners and cutters, $5.75@6.75.

HOGS—The market continued on the down grade in the face of light receipts and is quoted at 50@75c lower for the week. Top butchers today, $9.85, with the bulk of butchers of all weights at $9.25@9.75; sows, $8.25@8.75, with a few choice loads at $8.90.

SHEEP—Receipts for the three days, 17,000; market strong; native lambs, $13.00; ewes, $6.75.

RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets for week ended October 6, and comparative periods:

At 20 markets:

	Cattle.	Hogs.	Sheep.
Week ended Oct. 6	330,000	432,000	595,000
Week ago	345,000	557,000	593,000
1927	370,000	452,000	512,000
1926	422,000	511,000	530,000
1925	442,000	579,000	485,000
1924	387,000	570,000	449,000

At 11 markets:

	Hogs.
Week ended Oct. 6	364,000
Previous week	469,000
1927	366,000
1926	456,000
1925	511,000
1924	497,000

At 7 markets:

	*Cattle.	Hogs.	Sheep.
Week ended Oct. 6	250,000	291,000	429,000
Previous week	256,000	391,000	426,000
1927	264,000	288,000	335,000
1926	349,000	345,000	397,000
1925	349,000	408,000	313,000
1924	311,000	392,000	309,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle previous to 1927.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Oct. 11, 1928.

CATTLE—Trade was dull but more settled. Most steers showed weakness, some were 25c lower, while slaughter she stock sold practically steady although a weak undertone was apparent. Barely a handful of cattle approached choice grade, the best selling from $15.00@15.50, with the bulk of fed steers, $13.50@14.50. Southwest grassers made up the heavy end of supplies. Better kinds brought $10.00@12.00, with fully a third of the run low grades from $9.75 to as low as $7.90. Vealers reached $14.50.

HOGS—Influenced by heavy runs and a negligible shipping demand, prices broke $1.00@1.25 under a week ago. The top dipped to $9.85 at mid-week but reached $9.95 today.

SHEEP — Lambs showed more strength, in extreme instances 25c higher. Best offerings brought $13.15, with strictly choice kinds worth a shade more. Fat ewes held to unchanged levels, better grades ranging from $5.00 @6.75.

The real and personal property of the Nevada Packing Co., Reno, Nev., have been purchased by the Western Meat Co. The real estate was purchased at a sheriff's public auction held recently to satisfy a judgment awarded some time ago to the purchasing concern. The price paid was $200,000. The personal property was purchased for $80,000.

RECEIPTS AT CENTERS

SATURDAY, OCTOBER 6, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	750	3,000	5,000
Kansas City	1,200	1,000	....
Omaha	500	2,200	3,500
St. Louis	800	3,500	1,800
St. Joseph	100	3,000	....
Sioux City	1,300	2,500	1,000
St. Paul	6,500	1,000	11,000
Oklahoma City	100	700	....
Fort Worth	300	300	100
Milwaukee	.....	100	....
Denver	300	500	2,000
Louisville	100	500	100
Wichita	700	1,300	200
Indianapolis	500	4,500	200
Pittsburgh	100	2,000	500
Cincinnati	100	1,900	100
Buffalo	300	1,000	500
Cleveland	300	500	300
Nashville	100	400	....
Toronto	100	300	....

MONDAY, OCTOBER 8, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	17,000	38,000	20,000
Kansas City	22,000	9,000	12,000
Omaha	14,000	7,000	21,000
St. Louis	6,500	14,500	800
St. Joseph	4,000	5,000	8,000
Sioux City	9,000	7,000	13,200
St. Paul	9,500	8,500	39,000
Oklahoma City	2,300	1,000	....
Fort Worth	5,000	800	500
Milwaukee	700	600	700
Denver	13,600	1,500	40,000
Louisville	400	1,000	100
Wichita	4,100	3,500	400
Indianapolis	500	6,000	200
Pittsburgh	1,400	6,400	2,000
Cincinnati	2,600	5,700	500
Buffalo	2,500	12,800	7,600
Cleveland	1,100	5,800	3,300
Nashville	200	700	100
Toronto	4,600	3,200	3,600

TUESDAY, OCTOBER 9, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	27,000	17,000
Kansas City	11,000	8,000	12,000
Omaha	7,000	7,000	25,000
St. Louis	4,000	17,000	1,500
St. Joseph	2,500	5,000	5,000
Sioux City	2,000	5,000	1,500
St. Paul	2,500	6,000	5,000
Oklahoma City	1,400	1,600	....
Fort Worth	3,300	1,100	2,500
Milwaukee	1,000	3,500	400
Denver	1,900	1,700	23,600
Louisville	200	1,100	100
Wichita	900	2,500	2,300
Indianapolis	500	8,000	800
Pittsburgh	100	1,000	300
Cincinnati	400	4,200	400
Buffalo	100	500	200
Cleveland	200	1,500	1,200
Nashville	100	800	....
Toronto	2,900	500	1,200

WEDNESDAY, OCTOBER 10, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	20,000	25,000
Kansas City	8,500	9,000	13,000
Omaha	5,000	5,000	19,000
St. Louis	4,000	13,500	1,500
St. Joseph	2,200	7,000	4,000
Sioux City	3,500	5,000	2,500
St. Paul	2,800	11,500	7,000
Oklahoma City	1,700	1,600	....
Fort Worth	3,000	400	1,000
Milwaukee	200	2,000	100
Denver	3,100	1,100	13,400
Louisville	100	900	200
Wichita	500	2,200	100
Indianapolis	800	5,000	1,000
Pittsburgh	100	2,500	800
Cincinnati	500	4,000	400
Buffalo	200	1,000	400
Cleveland	400	1,500	200
Nashville	100	600	100
Toronto	2,300	1,200	1,300

THURSDAY, OCTOBER 11, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	28,000	22,000
Kansas City	3,000	5,000	8,000
Omaha	3,000	3,500	11,000
St. Louis	3,000	11,000	2,000
St. Joseph	1,500	4,000	3,500
Sioux City	1,500	3,000	5,500
St. Paul	3,000	6,500	19,000
Oklahoma City	900	1,200	....
Fort Worth	3,400	1,200	700
Milwaukee	700	2,000	400
Denver	1,300	800	7,800
Louisville	100	900	....
Wichita	500	1,900	100
Indianapolis	600	3,500	1,000
Pittsburgh	300	1,000	500
Cincinnati	1,000	3,400	1,100
Buffalo	100	1,400	400
Cleveland	100	1,500	1,500
Nashville	100	600	100
Toronto	1,000	....	400

FRIDAY, OCTOBER 12, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	17,000	23,000
Kansas City	1,100	3,000	2,000
Omaha	1,000	3,000	5,000
St. Louis	1,200	9,500	1,000
St. Joseph	700	2,500	6,000
Sioux City	800	2,500	1,000
St. Paul	6,000	6,000	7,000
Oklahoma City	1,500	1,200	....
Fort Worth	1,700	7,000	1,000
Wichita	1,100	1,500	100
Indianapolis	600	6,000	1,000
Pittsburgh	100	1,500	1,000
Cincinnati	800	8,700	100
Buffalo	200	8,500	1,000
Cleveland	200	2,000	1,500

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Oct. 11, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med-ch.	$ 9.35@10.25	$ 9.40@10.20	$ 9.00@ 9.80	$ 9.35@ 9.90	$ 9.15@ 9.50
Med. wt. (200-250 lbs.) med-ch.	9.35@10.25	9.40@10.20	9.00@ 9.80	9.45@ 9.90	9.25@ 9.60
Lt. wt. (160-200 lbs.) com-ch.	9.00@10.25	9.15@10.15	8.50@ 9.70	9.00@ 9.85	9.25@ 9.60
Lt. lt. (130-160 lbs.) com-ch.	8.60@ 9.80	8.75@ 9.75	8.00@ 9.40	8.25@ 9.65	9.00@ 9.60
Packing sows, smooth and rough.	8.25@ 9.30	8.00@ 8.85	8.00@ 8.85	8.00@ 9.00	8.25@ 9.00
Sltr. pigs (130 lbs down), med-ch.	8.00@ 9.25	8.25@ 9.25	....	8.00@ 9.50	9.00@10.50
Av. cost and wt., Tue. (pigs excl.)	9.67-248 lb.	9.82-217 lb.	9.02-268 lb.	9.41-216 lb.	9.24-239 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch.	14.50@17.75	....	....	....	....
STEERS (1,300-1,500 LBS.):					
Choice	17.25@18.10	16.75@17.75	16.50@17.75	15.50@17.25	16.00@16.75
Good	14.50@17.25	14.25@16.75	14.00@16.50	13.00@15.50	13.75@16.00
STEERS (1,100-1,300 LBS.):					
Choice	17.25@18.10	16.75@17.75	16.50@17.75	15.50@17.25	16.00@17.00
Good	14.25@17.25	14.25@16.75	14.00@16.50	13.00@15.75	13.75@16.00
STEERS (950-1,100 LBS.):					
Choice	17.25@18.10	17.00@18.00	16.50@17.75	15.75@17.50	16.25@17.25
Good	14.25@17.25	14.25@17.00	14.00@16.50	13.00@15.75	13.75@16.25
STEERS (800 LBS. UP):					
Medium	12.25@14.25	11.25@14.25	11.50@14.00	10.50@13.00	11.00@13.75
Common	9.00@12.50	8.50@11.25	8.50@11.50	8.25@10.50	8.50@11.00
STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):					
Choice	17.00@17.75	17.00@17.75	16.50@17.75	16.00@17.50	16.25@17.00
Good	14.50@17.00	14.50@17.00	13.75@16.50	13.00@16.00	14.00@16.25
HEIFERS (850 LBS. DOWN):					
Choice	16.25@17.00	15.00@16.25	15.00@16.50	14.75@16.25	15.00@16.25
Good	13.75@16.50	13.25@15.00	12.75@15.50	12.25@14.75	12.50@15.00
Common-med.	7.75@13.75	7.50@13.25	8.00@12.75	8.00@12.25	7.50@12.50
HEIFERS (850 LBS. UP.):					
Choice	12.25@16.50	12.50@15.75	12.50@15.75	12.25@15.25	12.25@12.50
Good	11.25@16.00	11.00@15.00	11.00@13.75	10.75@14.75	10.50@14.00
Medium	9.00@13.75	8.75@12.50	8.75@12.00	8.75@12.00	8.50@11.75
COWS:					
Choice	11.25@12.00	11.00@12.00	11.00@12.00	10.25@11.75	11.00@12.00
Good	9.00@11.25	9.00@11.00	8.75@11.00	8.35@10.25	8.75@11.00
Common-med.	7.00@ 9.00	7.75@ 9.00	7.25@ 8.75	7.25@ 8.35	7.00@ 8.75
Low cutter and cutter	5.25@ 7.00	5.50@ 7.75	6.00@ 7.25	5.75@ 7.25	5.50@ 7.00
BULLS (YEARLINGS EXC.):					
Beef Good-ch.	9.50@10.75	8.50@10.25	8.75@10.00	8.75@ 9.75	8.40@ 9.50
Cutter-med.	6.75@ 9.35	6.50@ 8.50	7.00@ 8.75	6.75@ 8.75	6.50@ 8.50
CALVES (500 LBS. DOWN):					
Medium-ch.	9.50@12.50	9.00@12.50	8.50@12.00	8.00@12.50	8.50@11.50
Cull-common	7.00@ 9.50	6.00@ 9.00	6.50@ 8.50	6.00@ 8.00	6.50@ 8.50
VEALERS (MILK-FED):					
Good-ch.	15.00@17.00	15.00@16.50	13.00@15.50	11.00@15.00	12.00@15.50
Medium	13.00@15.00	12.50@15.00	11.00@13.00	8.50@11.00	10.00@12.00
Cull-common	8.50@13.00	6.00@12.50	7.00@11.00	6.00@ 8.50	7.50@10.00
SLAUGHTER SHEEP AND LAMBS:					
Lambs (84 lbs. down) good-ch.	12.50@13.50	12.00@13.00	12.25@13.25	12.25@13.25	11.75@13.00
Lambs (92 lbs. down) medium	12.00@12.50	11.00@12.00	10.75@12.25	11.25@12.25	10.75@11.75
Lambs (all weights) cull-common	7.75@12.00	9.00@11.00	7.25@10.75	8.00@11.25	9.50@10.75
Yearling wethers (110 lbs. down) medium-choice	7.75@11.75	7.25@11.50	7.75@10.75	8.00@11.25	7.00@10.25
Ewes (120 lbs. down) med.-ch.	5.00@ 6.75	5.00@ 6.50	5.25@ 6.75	4.75@ 6.75	4.75@ 6.50
Ewes (120-150 lbs.) medium-ch.	4.25@ 6.65	4.00@ 6.00	4.50@ 6.50	4.25@ 6.50	4.50@ 6.50
Ewes (all weights) cull-common.	1.75@ 5.00	1.50@ 5.00	1.50@ 5.25	1.50@ 4.75	1.50@ 4.75

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ended Oct. 4, 1928, with comparisons:

BUTCHER STEERS.
1,000-1,200 lbs.

	Week ended Oct. 4.	Prev. week.	Same week, 1927.
Toronto	$11.00	$11.00	$ 8.75
Montreal	10.50	11.00	8.25
Winnipeg	10.00	10.50	7.50
Calgary	9.50	9.75	7.00
Edmonton	9.50	10.00	7.25
Pr. Albert	9.00	10.00	6.50
Moose Jaw	9.50	9.50	7.35
Saskatoon	9.25	9.50	....

VEAL CALVES.

	Week ended Oct. 4.	Prev. week.	Same week, 1927.
Toronto	$16.25	$16.00	$15.50
Montreal	16.00	14.00	13.00
Winnipeg	13.00	13.00	11.00
Calgary	11.00	11.00	8.50
Edmonton	13.00	13.00	10.00
Pr. Albert	10.00	10.00	7.00
Moose Jaw	11.00	11.00	8.50
Saskatoon	11.00	11.00	....

SELECT BACON HOGS.

	Week ended Oct. 4.	Prev. week.	Same week, 1927.
Toronto	$12.00	$13.25	$10.90
Montreal	12.65	13.25	10.85
Winnipeg	12.00	13.25	11.50
Calgary	12.50	13.00	12.75
Edmonton	12.50	13.00	12.00
Pr. Albert	11.85	13.10	10.00
Moose Jaw	11.40	....	11.90
Saskatoon	11.60	....	....

GOOD LAMBS.

	Week ended Oct. 4.	Prev. week.	Same week, 1927.
Toronto	$14.00	$12.50	$12.50
Montreal	11.50	12.00	10.75
Winnipeg	12.00	12.00	11.00
Calgary	11.00	11.00	12.00
Edmonton	11.00	11.00	11.00
Pr. Albert	10.50	10.50	10.00
Moose Jaw	12.00	....	11.25
Saskatoon	10.50	11.00	....

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ended Thursday, Oct. 11, 1928, with comparisons:

	Week ended Oct. 11.	Prev. week.	Cor. week, 1927.
Armour & Company	9,980	5,562	2,778
Anglo-American Prov. Co.	4,287	1,851	1,004
Swift & Co.	8,425	4,107	4,407
G. H. Hammond Co.	4,228	1,975	3,088
Morris & Co.	6,649	2,203	3,551
Wilson & Co.	5,158	4,237	3,897
Boyd-Lunham Co.	3,947	2,064	3,100
Western Pkg. & Prov. Co.	8,305	4,573	9,080
Roberts & Oake	5,242	3,914	4,705
Miller & Hart	7,008	3,707	4,410
Independent Pkg. Co.	3,327	1,798	53
Brennan Pkg. Co.	7,260	7,350	5,220
Agar Pkg. Co.	3,688	2,116	1,942
Total	77,504	45,457	47,440

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, Oct. 6, 1928, with comparisons, are reported to The National Provisioner as follows.

CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	7,698	3,165	6,100	28,164
Swift & Co.	5,667	2,792	5,800	18,407
Morris & Co.	3,132	695	7,600	8,898
Wilson & Co.	4,239	1,436	6,600	15,441
Anglo-Am. Prov. Co.	687	.....	2,200	.....
G. H. Hammond Co.	2,590	.....	2,300	.....
Libby, McNeill & Libby	2,016	.....	.....	.....

Brennan Packing Co., 7,000 hogs; Miller & Hart, 4,000 hogs; Independent Packing Co., 1,900 hogs; Boyd, Lunham & Co., 2,300 hogs; Western Packing & Provision Co., 7,100 hogs; Roberts & Oake, 4,300 hogs; Agar Pkg. Co., 3,000 hogs; others, 20,200 hogs.

Totals: Cattle, 26,029; calves, 8,088; hogs, 80,400; sheep, 70,910.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,298	689	5,227	8,364
Cudahy Pkg. Co.	3,609	1,155	3,483	7,363
Fowler Pkg. Co.	444	.....	.....	.....
Morris & Co.	1,987	754	2,043	4,967
Swift & Co.	2,842	918	6,387	8,724
Wilson & Co.	3,594	730	3,315	6,194
Local butchers	805	45	960	58
Total	16,579	4,291	21,415	35,670

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	3,190	4,773	7,905
Cudahy Pkg. Co.	5,445	3,721	14,776
Dold Pkg. Co.	836	4,054	.....
Morris & Co.	2,686	751	3,316
Swift & Co.	3,751	2,891	11,015
Eagle Pkg. Co.	17	.....	.....
Glassburg, M.	6	.....	.....
Hoffman Bros.	33	.....	.....
Mayerowich & Vail	13	.....	.....
Omaha Pkg. Co.	23	.....	.....
J. Rife Pkg. Co.	11	.....	.....
J. Roth & Sons	49	.....	.....
So. Omaha Pkg. Co.	69	.....	.....
Lincoln Pkg. Co.	315	.....	.....
Morrell Pkg. Co.	59	.....	.....
Nagle Pkg. Co.	49	.....	.....
Sinclair Pkg. Co.	356	.....	.....
Wilson & Co.	46	.....	.....
Others	.....	9,373	.....
Total	16,954	25,563	37,012

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,324	1,335	2,869	1,184
Swift & Co.	5,251	3,654	3,574	2,152
Morris & Co.	3,107	1,002	271	712
East Side P. Co.	1,683	.....	3,171	.....
All others	5,182	1,334	16,515	3,330
Total	18,547	7,325	26,400	7,378

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,910	590	12,407	18,116
Armour & Co.	2,514	336	7,164	5,584
Morris & Co.	1,820	319	5,000	3,239
Others	6,947	524	5,886	8,739
Total	14,191	1,769	30,457	35,678

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,476	233	4,006	2,330
Armour & Co.	2,401	260	3,590	2,636
Swift & Co.	1,765	225	2,065	2,755
Smith Bros.	10	.....	36	.....
Local butchers	124	14	.....	.....
Others	1,189	251	8,349	241
Total	7,965	983	18,046	7,962

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	2,047	894	3,239	90
Wilson & Co.	2,598	897	3,219	191
Others	112	.....	524	.....
Total	4,757	1,791	6,982	281

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Outside Buying	1,845	1,916	19,983	5,103
Kingan & Co.	1,029	1,139	6,498	828
Indianapolis Abt. Co.	738	.....	301	841
Armour & Co.	587	16	1,343	213
Bell Pkg. Co.	169	....	165	....
Brown Bros.	147	11	81	10
Hilgemeier Bros.	.....	.....	1,042	.....
Schussler Pkg. Co.	32	.....	493	.....
Riverview Pkg. Co.	38	.....	131	.....
Meier Packing Co.	102	9	249	5
Indiana Prov. Co.	95	2	413	50
Art Wabnitz	38	23	.....	9
Maas-Hartman & Co.	13	7	.....	4
Hoosier Abt. Co.	28	.....	.....	.....
Miscellaneous	560	94	325	598
Total	5,421	3,217	31,024	7,661

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	136	45	99	.....
S. W. Gall	.....	11	.....	602
J. Hilberg	139	11	.....	62
Gus. Juengling	118	92	.....	64
E. Kahn's Sons Co.	1,105	367	5,117	372
Kroger Gr. & B. Co.	199	98	2,814	.....
Lohrey Pkg. Co.	4	.....	287	.....
H. H. Meyer P. Co.	49	.....	2,205	.....
W. G. Rehn & Son	97	62	.....	.....
A. Sander Pkg. Co.	10	.....	1,246	.....
J. Schlachter & Son	153	201	.....	159
J. & F. Schroth Co.	12	.....	2,291	.....
Vogel & Son	6	6	413	....
J. F. Stegner	244	156	.....	46
Total	2,272	1,049	14,472	1,305

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,818	4,021	8,689	1,130
Swift & Co., Chgo.	.....	.....	.....	359
U. D. B. Co., N. Y.	38	.....	.....	.....
The Layton Co.	.....	.....	303	.....
R. Gumz & Co.	236	.....	102	.....
Armour & Co.	771	1,990	.....	.....
Cudahy Bros. Co.	47	.....	.....	.....
Butchers	417	273	191	360
Traders	503	75	17	15
Total	3,830	6,359	9,302	1,864

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	839	368	6,417	821
Dold Pkg. Co.	594	39	4,765	11
Wichita D. Beef	29	.....	.....	.....
Dunn-Ostertag	99	.....	.....	.....
Keef-LeStourgeon	69	.....	.....	.....
Total	1,630	407	11,182	832

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	873	155	1,147	13,967
Armour & Co.	519	190	1,083	14,397
Blayney-Murphy	463	109	976	47
Miscl. Packers	979	142	934	2,435
Total	2,834	596	4,140	30,846

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,544	3,127	9,915	9,466
Cudahy Pkg. Co.	740	1,231	.....	.....
Hertz Bros.	180	51	64	.....
Swift & Co.	5,894	4,797	15,591	15,790
United Pkg. Co.	1,570	157	.....	8
Others	351	1	8,485	750
Total	12,288	9,364	34,055	26,014

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended October 6, 1928, with comparisons.

CATTLE.

	Week ended Oct. 6.	Prev. week.	Cor. week, 1927.
Chicago	26,029	25,802	28,883
Kansas City	16,579	20,827	27,021
Omaha	16,954	18,014	23,093
St. Louis	18,547	15,781	15,935
St. Joseph	......	14,191	13,820
Sioux City	7,965	8,569	10,861
Oklahoma City	4,757	4,270	3,856
Indianapolis	5,421	5,316	6,106
Cincinnati	2,272	2,508	1,801
Milwaukee	3,830	3,229	3,635
Wichita	1,630	2,203	2,137
Denver	2,834	3,242	......
St. Paul	12,288	11,749	15,225
Total	119,106	135,701	152,373

HOGS.

	Week ended Oct. 6.	Prev. week.	Cor. week, 1927.
Chicago	80,400	111,500	76,300
Kansas City	21,415	40,133	15,123
Omaha	25,563	39,274	31,341
St. Louis	26,400	34,986	30,149
St. Joseph	......	30,457	16,598
Sioux City	18,046	28,161	18,085
Oklahoma City	6,982	11,824	4,721
Indianapolis	31,024	33,525	30,817
Cincinnati	14,472	13,465	13,277
Milwaukee	9,302	8,864	15,100
Wichita	11,182	18,451	8,586
Denver	4,140	4,917	......
St. Paul	34,055	34,902	35,450
Total	282,981	410,459	295,547

SHEEP.

	Week ended Oct. 6.	Prev. week.	Cor. week, 1927.
Chicago	70,910	74,039	57,595
Kansas City	35,670	30,944	29,118
Omaha	37,012	45,096	26,620
St. Louis	7,378	6,790	7,686
St. Joseph	......	35,678	30,965
Sioux City	7,962	9,853	7,558
Oklahoma City	281	212	72
Indianapolis	7,661	6,611	6,061
Cincinnati	1,305	2,173	1,011
Milwaukee	1,864	1,918	1,847
Wichita	832	824	670
Denver	30,846	40,992	......
St. Paul	26,014	17,207	32,739
Total	227,735	272,337	201,942

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 1	26,952	3,576	27,891	43,361
Tues., Oct. 2	6,906	2,812	16,541	24,036
Wed., Oct. 3	11,253	2,598	12,345	29,281
Thurs., Oct. 4	8,410	3,241	19,024	16,285
Fri., Oct. 5	2,311	1,070	15,614	12,156
Sat., Oct. 6	1,000	200	3,000	6,000
Totals this week	56,832	13,497	94,415	131,119
Previous week	56,618	11,764	114,879	127,693
Year ago	60,268	13,955	95,668	97,872
Two years ago	87,973	14,845	98,509	116,596

Year's receipts to Oct. 6, with comparative totals.

	September 1928.	September 1927.	Year 1928.	Year 1927.
Cattle	56,832	57,790	1,850,830	2,177,136
Calves	13,497	13,292	607,261	550,313
Hogs	94,415	86,154	6,357,763	5,685,355
Sheep	131,119	82,349	2,938,486	2,881,651

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 1	3,357	65	6,260	4,370
Tues., Oct. 2	5,597	271	2,739	12,694
Wed., Oct. 3	4,125	76	935	11,410
Thur., Oct. 4	4,316	162	4,328	11,537
Fri., Oct. 5	2,522	55	4,462	14,099
Sat., Oct. 6	500	50	500	5,000
Totals this week	20,417	679	19,224	59,110
Previous week	17,973	451	17,928	55,642
Year ago	16,131	738	22,749	34,207
Two years ago	31,271	1,450	23,149	69,069

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Oct. 6	$14.10	$10.55	$ 5.75	$12.85
Previous week	15.60	10.90	5.75	13.45
1927	13.15	10.90	5.75	13.70
1926	10.75	12.85	6.25	13.70
1925	11.55	11.85	7.15	15.45
1924	10.20	10.95	6.50	13.55
1923	10.35	7.60	6.20	13.45
Av. 1923-1927	$11.20	$10.85	$ 6.35	$13.95

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards.

	Cattle.	Hogs.	Sheep.
*Week ended Oct. 6	36,000	75,000	72,000
Previous week	40,645	96,951	72,051
1927	44,137	72,917	63,665
1926	56,702	75,369	47,527
1925	51,783	100,076	74,550
1924	44,315	76,454	58,168

*Saturday, Oct. 6, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weight and top and average prices of hogs, with comparisons:

	No. received.	Average Wgt. lbs.	Prices Top.	Prices Avg.
*Week ended Oct. 6	94,400	237	$11.30	$10.55
Previous week	114,879	240	12.60	10.90
1927	95,668	249	12.00	10.90
1926	98,509	248	14.15	12.85
1925	127,942	247	12.80	11.85
1924	107,522	237	11.85	10.95
1923	172,786	242	8.30	7.60
Avg. 1923-1927	140,400	245	$11.80	$10.85

*Receipts and average weights for week ended Oct. 6, 1928.

HOG SLAUGHTERINGS.

Chicago packers' hog slaughterings for the week ended Oct. 6, 1928.

Armour & Co.	6,100
Anglo American	2,200
Swift & Co.	5,800
Hammond Co.	2,300
Morris & Co.	7,600
Wilson & Co.	6,600
Boyd-Lunham	2,300
Western Packing Co.	7,100
Roberts & Oake	4,300
Miller & Hart	4,000
Independent Packing Co.	1,900
Brennan Packing Co.	7,000
Agar Packing Co.	3,000
Others	20,200
Total	80,400
Previous week	111,500
Year ago	76,300
1926	75,400
1925	100,600
1924	73,100

(Chicago livestock prices on page 48.)

Ice and Refrigeration

ICE NOTES.

A warehouse four stories high is being planned by the Kroger Grocery & Baking Co., Indianapolis, Ind. A separate unit will contain cold storage.

The Carthage Ice & Cold Storage Co., Carthage, Mo., plans to increase the capacity of its plant.

The Desel-Boettcher Co., Victoria, Tex., is building a cold storage plant. It will be 47 by 148 ft. in size and will cost $20,000.

The power department in the plant of the Memphis Cold Storage Warehouse Co., Memphis, Tenn., is being remodeled.

The Artesian Ice & Cold Storage Co., Topeka, Kan., has been chartered with a capital stock of $8,000.

A long term lease has been taken by the Manhattan Refrigerating Co., New York City, on property adjoining its plant. It is the plan to improve the property.

A cold storage plant will be erected in Deming, N. M., by the Deming Storage Utility Co. It will have a capacity of 100,000 cubic feet.

The Interstate Refrigerating Co., Detroit, Mich., has been incorporated with a capital stock of $1,000,000 and 125,000 shares of no par value.

A one-story cold storage warehouse is being planned for Clarksdale, Miss., by the Central Ice & Fuel Co.

The United Cold Storage Co., Kansas City, Mo., will construct a cold storage plant to cost approximately $1,250,000.

The city of St. Petersburg, Fla., has awarded the contract for the construction of a cold storage warehouse to cost about $250,000.

Plans are being made by the Atlantic Ice and Coal Co., Marion, Ga., for a one-story cold storage warehouse to cost about $25,000.

A cold storage plant will be erected in Montezuma, Ga., by the South Georgia Power Co.

An addition is being built to the plant of the Brockport Cold Storage Co., Brockport, N. Y.

The capital stock of the Hudson Valley Cold Storage Co., Germantown, N. Y., has been increased from $75,000 to $125,000.

The Southern Produce Co., Flatonia, Tex., has awarded the contract for the construction of a cold storage plant.

John Erck is planning the erection of a cold storage plant in Driscoll, Tex.

A cold storage warehouse to cost $200,000 is to be built by the city on the waterfront at Tacoma, Wash.

The Bourland Ice & Cold Storage Co., Fort Smith, Ark., has acquired the plant of the United Public Service Co.

The Peoples Ice & Storage Co., Roanoke, Va., has been incorporated with a capital stock of $125,000. The incorporators are T. B. Witt, E. M. Speck and Charles M. Brown.

FINISHING STORAGE WALLS.

A new method of finishing the interior walls of cold storage rooms that seems to offer advantages over the standard practice previously used is being tried out in several plants erected recently.

The new design provides for applying the corkboard insulation to the walls in the ordinary approved manner. One and one-half inch standard channels on 3-ft. centers are used as furring strips. These are bolted to the walls with 5-16-in. bolts.

Standard ribbed lath is then applied to the furring strips with wire, one flange of the channels being perforated for this purpose. The lath is placed so that the ribs run vertically. Portland cement plaster is then applied in the usual manner and tooled to a sand finish.

With this design it is expected that what moisture comes through the brickwork and insulation will drop through the dead air space thus created instead of forcing the plaster from the corkboard as quite often happens. The dead air space will also have insulating value it is believed.

CHAIN STORE PROBLEM.

(Continued from page 30.)

Some weeks ago one chain advertised fresh pork chops at 10c per lb. Our price to dealers that day for pork loins, 8/10 average, was 17c. We learned that a packer had sold loins to this chain for 11½c per lb.—the chain pricing at 1½c less than cost merely as a drawing card.

You can imagine what reaction we got from the butchers who were paying a fair price and asking only a fair profit!

Where the Packer is Weak.

For some years these chain stores have made packinghouse products prominent in their ads, with prices cut ridiculously low. Yet we hasten to them, offer them our goods at prices which allow too small a margin, *and probably take the orders on their offer* which show us an actual loss on the business.

Why should we sell the chain stores at so much lower a price than we sell the individual retailer? Why should we create a Frankenstein monster perhaps to destroy us?

Who is it that forces us to take these low prices for our goods? No one. *It is just our greed for volume.*

VOLUME, that word that has been the ruin of many and many a once-good concern.

VOLUME, encouraged by these well-worn phrases:

"We must run our plant to full capacity."

"This will cut down our selling expense."

"It will help us on our overhead."

VOLUME without profit is the quicksand into which we will sink, just as sure as that OVERHEAD is a dragon that will devour us, if our sales do not include cost of product, cost of manufacture, cost of distribution, and a fair return on our investment.

There is Only One Way Out.

This year Vice-President Woods of the Institute of American Meat Packers is devoting some time to determining "what is the matter with the packing business?"

No matter what the findings are, no matter how couched in scientific phraseology the report may be, each one of us knows that there is nothing the matter with the packing business.

The trouble is with ourselves, with the management which thinks that the packing business, or any other business, can be run successfully when we sell our goods without a profit.

[EDITOR'S NOTE.—In the next issue of THE NATIONAL PROVISIONER the chain store situation will be discussed as a part of the survey of the industry made by W. W. Woods, Executive Vice President of the Institute of American Meat Packers.

Mr. Woods' study has been carried on since the above article was written, and his findings are very interesting and very much to the point.]

Chicago Section

C. L. Spilker, of the Stadler Products Co., Cleveland, O., was a business visitor in the city this week.

—

P. E. Comegys, formerly superintendent of the Grays Ferry Plant of Wilson & Co., Philadelphia, Pa., was a visitor in the city this week.

—

Packers' purchases of livestock at Chicago for the first four days of this week totaled 23,265 cattle, 6,837 calves, 69,776 hogs and 41,138 sheep.

—

John W. Hall of the firm of that name, well-known and popular by-products broker, is spending a vacation at Hot Springs, Ark. He expects to be out of the city for two weeks or longer.

—

Harry W. Strauss, of the Independent Casing & Supply Co., sailed Wednesday of this week on the Berengaria for Europe. It is his intention to visit all of the European offices of the company.

—

Jay E. Decker, president of Jacob E. Decker & Sons Co., Inc., Mason City, Ia., stopped off in Chicago Wednesday of this week on his return from the east where he attended the world series.

—

G. C. Lindsay, the dynamic general manager of the Lindsay Pork Products Co., Birmingham, Ala., worked so hard getting his new modern plant completed that he was compelled to go to Asheville, N. C., for a rest. He will spend several months in the land of the blue sky.

—

Provision shipments from Chicago for the week ended Oct. 6, 1928, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week, 1927.
Cured meats, lbs.	22,629,000	22,817,000	22,071,000
Fresh meats, lbs.	34,412,000	31,973,000	38,232,000
Lard, lbs.	10,837,000	12,328,000	13,487,000

—

William H. Gausselin of the Mutual Sausage Co., has announced his intention of making the journey from Chicago to Atlantic City to attend the annual convention of the Institute of American Meat Packers by airplane. He will leave Chicago Saturday or Sunday of next week.

PACKINGHOUSE EXPERTS MERGE.

With the combining of the business activities of S. C. Bloom and Charles F. Kamrath there has been brought together to conduct a consulting and architectural engineering business two of the best and most favorably known exponents of modern meat packing plant practices in engineering and architecture.

The new concern will be known as Bloom & Kamrath. It will maintain offices in the Monadnock Block, 330 South Dearborn St., Chicago. Its members have had many years of practical packinghouse operating, engineering and architectural experience and the firm is equipped to render a service to the industry that is unique, and complete in itself.

S. C. Bloom, who has been recognized for many years as an authority on refrigeration and air conditioning, particularly as they are applied in the meat packing plant, is best known perhaps for his work in recent years in the development of his brine spray refrigerating system.

S. C. BLOOM.

Mr. Bloom was born and raised in Vincennes, Ind., and graduated from Purdue University with the bachelor's degree in mechanical engineering. For many years he was identified with the Atmospheric Conditioning Corporation as vice president and western manager, with offices in Chicago.

CHARLES F. KAMRATH.

Prior to and during the time he was with this firm Mr. Bloom introduced and developed in the meat packing industry the brine spray refrigeration and packinghouse air conditioning system for which he is nationally known. In this he was especially successful, due to his recognition of the fertile field for applying the principles of air conditioning to the many refrigerating and humidity control problems in the meat packing and cold storage business.

This field had been neglected, or at least had not been developed. The need for air conditioning in one phase of packinghouse operation alone was evident from the fact that packers and sausagemakers — especially in humid climates—could make dry or summer sausage successfully only in the winter time. This handicap was overcome, as were many in the packinghouse, by the successful development of air conditioning methods, in which Mr. Bloom took the lead.

In November, 1925, he organized his business under the name of S. C. Bloom & Co., to engage in the sale and manufacture of refrigerating equipment and specialties and to do a consulting and engineering business.

Charles F. Kamrath has been actively identified with the meat packing industry all of his life. He was born in Dayton, Ohio, where his father was in the meat packing business and under whom he later worked for a time.

From 1898 to 1907 he was with Swift & Company at Kansas City and Chicago. He left to enter the employ of Schmauss & Co., Rockford, Ill., to supervise construction and installation of equipment in their new plant and to superintend operations.

His experience from this time on was mainly designing and supervising the erection of meat packing plants, in which he became a nationally-known specialist. Among these were the E. H. Stanton Co. and the Carstens Packing Co. plants at Spokane, Wash., the Great Falls Meat Co. plant, Great Falls, Mont. and the Nuckolls Packing Co. plant at Pueblo, Colo. These are known as model plants. He was also a partner in the firm which designed the plants of the Twin City Packing Co., Menominee, Mich., and the Dold Packing Co., Omaha, Neb.

Mr. Kamrath, although experienced in the large plant operation, has made a special study of small packing plant design, operation and construction which to a greater extent required the knowledge and experience of a practical man in the logical and relative location and arrangement of departments. In the design of these smaller establishments he has been very successful, being noted for the economy with which they have been constructed and the efficiency in their operation.

Bloom & Kamrath will offer a complete engineering and architectural service to the meat packing industry, including designs, plans and specifications and supervision of the erection of packing and cold storage plants.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, Oct. 11, 1928.

Regular Hams.

	Green.	S. P.
8-10	18½	21¾
10-12	18½	21¾
12-14	18½	21¾
14-16	18¼	21¾
16-18	17¾	21
18-20	17½	21
10-16 Range	18¼	....
16-22 Range	17½	....

S. P. Boiling Hams.

	H. Run.	Select.
16-18	21	21½
18-20	21	21½
20-22	21	21½

Skinned Hams.

	Green.	S. P.
10-14	19½	22½
14-16	19½	22½
16-18	19	21½
18-20	18½	20
20-22	17	19
22-24	16½	18½
24-26	16¼	18¼
25-30	16	18
30-35	15¾	17

Picnics.

	Green.	S. P.
4-6	16	17½
6-8	15¼	16¾
8-10	14	15
10-12	13¾	14½
12-14	13¾	14¼

Bellies.*

	Green.	S. P.
6-8	17½	18
8-10	17½	18
10-12	17½	18
12-14	17¼	17¾
14-16	16¾	17½
16-18	16½	17

*Square Cut and Seedless.

D. S. Bellies.

	Clear.	Rib.
14-16	16¼	....
16-18	15⅞	....
18-20	15⅝	15⅝
20-25	15½	15½
25-30	15¼	15¼
30-35	15⅛	15⅛
35-40	15	15
40-50	14⅝	14⅝

D. S. Fat Backs.

8-10	12½
10-12	12¾
12-14	13
14-16	13¾
16-18	14
18-20	14½
20-25	14¾

D. S. Rough Ribs.

45-50	14½
55-60	14¼
65-70	14
75-80	13¾

Other D. S. Meats.

Extra Short Clears	35-45	14¼
Extra Short Ribs	35-45	14¼
Regular Plates	6-8	13¼
Clear Plates	4-6	11¼
Jowl Butts		11¼

Lard.

Prime Steam, tierces	12.05
Prime Steam, loose	12.00

FUTURE PRICES.

SATURDAY, OCTOBER 6, 1928.

	Open.	High.	Low.	Close.
LARD—				
Oct.	....	....	....	12.25ax
Nov.	12.27½	12.30	12.27½	12.30b
Dec.	12.37½	12.40	12.37½	12.40ax
CLEAR BELLIES—				
Oct.	14.25	14.75	14.25	14.75b
Nov.	14.00	14.35	14.00	14.32½-35b
Dec.	13.75	13.80	13.75	13.80b
SHORT RIBS—				
Oct	....	....	....	13.10n
Dec.	....	....	....	12.85n

MONDAY, OCTOBER 8, 1928.

	Open.	High.	Low.	Close.
LARD—				
Oct.	12.20	12.20	12.10	12.10-12½
Nov.	12.22½	12.22½	12.15	12.15
Dec.	12.35	12.37½	12.27½	12.27½
Jan.	12.65	12.65	12.60	12.60
Mar.	....	....	....	12.72½n
CLEAR BELLIES—				
Oct.	15.00	15.40	15.00	15.30-32½
Nov.	14.25	14.25	14.25	14.25ax
Dec.	....	....	....	13.80ax
SHORT RIBS—				
Oct.	....	....	....	13.10n
Dec.	12.70	12.70	12.70	12.70

TUESDAY, OCTOBER 9, 1928.

	Open.	High.	Low.	Close.
LARD—				
Oct.	12.00	12.00	11.95	11.95ax
Nov.	12.00	12.05	11.95	11.95ax
Dec.	12.15-22½	12.22½	12.02½	12.02½b
Jan.	12.47½-50	12.50	12.35	12.35b
Mar.	....	....	....	12.50ax
May	12.75	12.75	12.75	12.75ax
CLEAR BELLIES—				
Oct.	15.20	15.30	15.20	15.25-30
Nov.	14.15	14.15	14.15	14.15
Dec.	13.75	13.75	13.60	13.60ax
SHORT RIBS—				
Oct.	....	....	....	13.10n
Dec.	12.70	12.70	12.70	12.70ax

WEDNESDAY, OCTOBER 10, 1928.

	Open.	High.	Low.	Close.
LARD—				
Oct.	11.87¼	11.95	11.77½	11.95b
Nov.	11.87½	11.97½	11.75	11.97½
Dec.	11.95-97½	12.05	11.85	12.05b
Jan.	12.25	12.30	12.15	12.30ax
Mar.	....	....	....	12.35ax
May	12.55	12.55	12.37½	12.47½b
CLEAR BELLIES—				
Oct.	15.15	15.20	15.00	15.15
Nov.	14.22½	14.22½	14.00	14.00
Dec.	....	....	....	13.45ax
SHORT RIBS—				
Oct.	....	....	....	13.10n
Dec.	....	....	....	12.70n

THURSDAY, OCTOBER 11, 1928.

	Open.	High.	Low.	Close.
LARD—				
Oct.	11.87½	12.05	11.87½	12.05ax
Nov.	11.90	12.05	11.90	12.05ax
Dec.	11.97½-12.00	12.15	11.97½	12.12½ax
Jan.	12.30	12.42½	12.27½	12.42½ax
Mar.	....	....	....	12.50b
May	....	....	....	12.57½b
CLEAR BELLIES—				
Oct.	....	....	....	15.00ax
Nov.	14.00	14.00	14.00	14.00ax
Dec.	13.50	13.50	13.50	13.50
SHORT RIBS—				
Oct.	....	....	....	13.10n
Dec.	....	....	....	12.70n

FRIDAY, OCTOBER 12, 1928.
HOLIDAY. No Market.

SAUSAGE SUCCESS IN QUALITY.

"It's pure, that's sure!" This is the motto adopted by Louis Herziger, John J. Donovan and William Doege when in 1923 they organized the Herziger Sausage Company, Sheboygan, Wis. In 1927 this company made and sold almost one million pounds of sausage, besides processing about 110,000 pounds of smoked meats. Fourteen men are required in the factory and five salesmen cover the territory as far north as Green Bay and the Door county peninsula, south as far as Racine, and west as far as Madison.

CHICAGO RETAIL MEATS

Beef.

	Week ended Oct. 10. No. 1.	No. 2.	No. 3.	Cor. wk. 1927. No. 1.	No. 2.	No. 3.
Rib roast, hvy. end	.35	30	16	25	22	12
Rib roast, lt. end	45	35	20	40	28	[illegible]
Chuck Roast	.38	33	21	26	20	14
Steaks, round	.55	50	25	45	30	[illegible]
Steaks, sirl. 1st cut	.00	45	22	45	32	[illegible]
Steaks, porterh.	.75	45	20	50	37	[illegible]
Steaks, flank	.28	25	18	28	25	18
Beef stew, chuck	.27	22	17	20	18	12½
Corned briskets, boneless	.28	24	18	24	22	18
Corned plates	.20	15	10	16	12	10
Corned rumps, bnls.	.25	22	18	25	22	18

Lamb.

	Good.	Com.	Good.	Com.
Hindquarters	.35	27	35	[illegible]
Legs	.40	28	40	[illegible]
Stews	.22	15	20	15
Chops, shoulder	.25	20	25	[illegible]
Chops, rib and loin	.60	25	55	[illegible]

Mutton.

Legs	.24	..	26	..
Stew	.10	..	10	..
Shoulders	.14	..	16	..
Chops, rib and loin	.35	..	35	..

Pork.

Loins, 8@10 av.	.25	@27	36	@40
Loins, 10@12 av.	.24	@26	34	@38
Loins, 12@14 av.	.23	@25	31	@34
Loins, 14 and over	.21	@24	25	@30
Chops		@30	38	@40
Shoulders		@23	20	@22
Butts		@26		@26
Spareribs		@22		@22
Hocks		@14		@14
Leaf lard, raw		@14		@15

Veal.

Hindquarters	.35	@40	36	@40
Forequarters	.24	@28	18	@24
Legs	.35	@40	30	@40
Breasts	.16	@22	14	@18
Shoulders	.18	@22	12	@24
Cutlets		@50		@45
Rib and loin chops		@50		@45

Butchers' Offal.

Suet	@ 5½	@ 6
Shop fat	@ 3	@ 3
Bone, per 100 lbs	@50	@50
Calf skins	@22	@17
Kips	@21	@20
Deacons	@12	@12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, l. c. l. Chicago	9⅝	
Saltpetre, less than 25 bbl. lots, f.o.b. N. Y.:		
Dble. refd. gran.	6	5½
Small crystals	7⅝	
Medium crystals	7⅜	
Large crystals	8¼	
Dbl. rfd. gran. Nitrate of Soda	4	3½
Saltpetre, 25 bbl. lots, f.o.b. N. Y.:		
Dbl. refd. gran.	5⅝	5⅜
Small crystals	7⅛	
Medium crystals	7⅝	
Large crystals	8⅛	
Dbl. rfd. gran. Nitrate of Soda	3⅞	3⅝
Boric acid, carloads, pwd., bbls.	8¾	8⅝
Crystals to powdered, in bbls., in 5-ton lots or more	9¼	9⅜
In bbls. in less than 5-ton lots	8½	9
Borax, carloads, powdered, in bbls.	5	4⅝
In ton lots, gran. or pow., bbls.	5	4⅝
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago, bulk		10.00
Medium, car lots, per ton, f.o.b. Chicago, bulk		9.10
Rock, carlots, per ton, f.o.b. Chicago		7.00
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans		@4.29
Second sugar, 90 basis		None
Syrup, testing 63 and 65 combined sucrose and invert, New York		@ .48
Standard gran. f.o.b. refiners (2%)		@5.40
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%		@4.30
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%		@4.20

WILLIAM H. SELTZER DIES.

William H. Seltzer, president of the Seltzer Packing Co., Pottsville, Pa., and active in the affairs of his city, died during the third week of September and was buried on September 24. Prominent business men of the city acted as honorary pall bearers. The active bearers were employees of the company.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended Oct. 10, 1928.	Cor. week, 1927.
Prime native steers	26 @27	22½@23
Good native steers	25 @26	19 @22
Medium steers	23½@24½	16 @17
Heifers, good	19½@24½	14 @20
Cows	15½@18	11 @16
Hind quarters, choice	29 @31	27 @29
Fore quarters, choice	22 @23	17 @20

Beef Cuts.

Steer Loins, No. 1	@45	@47
Steer Loins, No. 2	@43	@41
Steer Short Loins, No. 1	@56	@65
Steer Short Loins, No. 2	@52	@54
Steer Loin Ends (hips)	@34	31 @32
Steer Loin Ends, No. 2	@34	@30
Cow Loins	@28	@18
Cow Short Loins	@35	@36
Cow Loin Ends (hips)	@25	@18
Steer Ribs, No. 1	@33	@34
Steer Ribs, No. 2	@32	@31
Cow Ribs, No. 2	@21	@18
Cow Ribs, No. 3	@16	@11
Steer Rounds, No. 1	@23	@20
Steer Rounds, No. 2	@22½	@19
Steer Chucks, No. 1	@21	@17
Steer Chucks, No. 2	@20	@15
Cow Rounds	@18½	@15
Cow Chucks	@18½	12 @12½
Steer Plates	@17	@13
Medium Plates	@14	@10
Briskets, No. 1	@25	@20
Steer Navel Ends	@14	@11
Cow Navel Ends	@13½	@ 9
Fore Shanks	@12½	@ 8½
Hind Shanks	@10	@ 7½
Strip Loins, No. 1, bnls.	@70	@60
Strip Loins, No. 2	@66	@40
Sirloin Butts, No. 1	@40	@34
Sirloin Butts, No. 2	@32	@30
Beef Tenderloins, No. 1	@70	@70
Beef Tenderloins, No. 2	@65	@65
Rump Butts	20 @30	@18
Flank Steaks	@27	@20
Shoulder Clods	17 @19	@15
Hanging Tenderloins	@18	@10

Beef Products.

Brains (per lb.)	10 @11	9½@10
Hearts	@16	@11
Tongues, 4@5	@35	@29
Sweetbreads	@44	@38
Ox-Tail, per lb.	@15	10 @11
Fresh Tripe, plain	6 @ 8	@ 6
Fresh Tripe, H. C.	8½@10	@ 7½
Livers	19½@23	@14
Kidneys, per lb.	@15	@10

Veal.

Choice carcass	24 @25	25 @26
Good carcass	20 @23	22 @24
Good saddles	25 @30	28 @35
Good backs	18 @21	@20
Medium backs	12 @15	10 @12½

Veal Products.

Brains, each	14 @15	@12
Sweetbreads	@80	@65
Calf Livers	@55	49 @50

Lamb.

Choice Lambs	@24	@27
Medium Lambs	@22	@25
Choice Saddles	@30	@30
Medium Saddles	@24	@28
Choice Fores	@18	@20
Medium Fores	@16	@18
Lamb Fries, per lb.	@33	@32
Lamb Tongues, per lb.	@15	@13
Lamb Kidneys, per lb.	@30	@30

Mutton.

Heavy Sheep	@ 8	@ 8
Light Sheep	@12	@13
Heavy Saddles	@10	@12
Light Saddles	@16	@15
Heavy Fores	@ 8	@ 7
Light Fores	@10	@11
Mutton Legs	@20	@17
Mutton Loins	@12	@18
Mutton Stew	@ 8	@ 9
Sheep Tongues, per lb.	@15	@13
Sheep Heads, each	@10	@10

Fresh Pork, Etc.

Pork Loins, 8@10 lbs. av.	@24	31 @32
Calas	@18	@16
Skinned Shoulders	@19	18½@19
Tenderloins	@60	60 @65
Spare Ribs	@16	17 @18
Leaf lard	@14½	14½@15
Back Fat	@14	@14½
Boston Butts	@22	24 @25
Hocks	@12	14 @15
Tails	@12	@15
Neck Bones	@ 7	@ 6
Slip Bones	@14	@12
Blade Bones	@17	@15
Pigs' Feet	@ 6	@ 6
Kidneys, per lb.	@11	@ 9
Livers	@14	@ 5
Brains	@14	@14
Ears	@ 5	@ 6
Snouts	@ 8	8 @ 9
Heads	@ 8	9 @10

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton	@30
Country style sausage, fresh in link	@26
Country style sausage, fresh in bulk	@22
Country style sausage, smoked	@26
Frankfurts in sheep casings	@25½
Frankfurts in hog casings	@23½
Bologna in beef bungs, choice	@21
Bologna in cloth, paraffined, choice	@19
Bologna in beef middles, choice	@21
Liver sausage in hog bungs	@21
Smoked liver saus. in hog bungs	@26
Liver sausage in beef rounds	@19
Head Cheese	@19
New England luncheon specialty	@31
Minced luncheon specialty	@24
Tongue sausage	@28
Blood sausage	@17
Polish sausage	@22
Souse	@17

DRY SAUSAGE.

Cervelat, choice, in hog bungs	@51
Thuringer Cervelat	@28
Farmer	@35
Holsteiner	@33
B. C. Salami, choice	@50
Milano Salami, choice, in hog bungs	@51
B. C. Salami, new condition	@29
Frisses, choice, in hog middies	@44
Genoa style Salami	@58
Pepperoni	@43
Mortadella, new condition	@28
Capicolli	@56
Italian style hams	@44
Virginia hams	@53

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	$7.50
Large tins, 1 to crate	8.50
Frankfurt style sausage in sheep casings	
Small tins, 2 to crate	9.00
Large tins, 1 to crate	10.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate	8.50
Large tins, 1 to crate	9.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate	8.00
Large tins, 1 to crate	9.00

SAUSAGE MATERIALS.

Regular pork trimmings	@13¼
Special lean pork trimmings	17 @17½
Extra lean pork trimmings	19 @19½
Neck bone trimmings	15½@16
Pork cheek meat	@14
Pork hearts	@14
Native boneless bull meat (heavy)	16½@16¾
Boneless chucks	@15
Shank meat	@14¼
Beef trimmings	@13½
Beef hearts	12 @12½
Beef cheeks (trimmed)	13 @13½
Dressed canners, 300 lbs. and up	@11¾
Dressed canners, 350 lbs. and up	@12
Dr. bologna bulls, 500@700 lbs.	@13½
Beef tripe	@ 7
Cured pork tongue (can. trim.)	15 @15½

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

Beef Casings:	
Domestic round, 180 pack	@55
Domestic round, 140 pack	@52
Wide export rounds	@67
Medium export rounds	@60
Narrow export rounds	@67
No. 1 weasands	@18
No. 2 weasands	@ 8½
No. 1 domestic bungs	@33
No. 2 bungs	@21
Regular middles	@1.30
Selected wide middles	@2.50
Dried bladders:	
12/15	@2.25
10/12	@2.00
8/10	@1.25
6/ 8	@1.15
Hog Casings:	
Narrows, per 100 yds.	@3.25
Narrows, meds., per 100 yds.	@2.60
Mediums, per 100 yds.	1.40@1.50
Wides, per 100 yds.	@ .90
Export bungs	@ .36
Large prime bungs	@ .25
Medium prime bungs	.16@ .17
Small prime bungs	@ .09
Middles	@ .18
Stomachs	.06@ .08

Quotations for large lots. Smaller quantities at usual advance.

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	$15.00
Honeycomb tripe, 200-lb. bbl.	18.00
Pocket honeycomb tripe, 200-lb. bbl.	19.00
Pork feet, 200-lb. bbl.	17.50
Pork tongues, 200-lb. bbl.	75.00
Lamb tongues, long cut, 200-lb. bbl.	58.00
Lamb tongues, short cut, 200-lb. bbl.	71.00

BARRELED PORK AND BEEF.

Mess pork regular	32.00
Family back pork, 20 to 34 pieces	35.00
Family back pork, 35 to 38 pieces	35.00
Clear back pork, 40 to 50 pieces	29.00
Clear plate pork, 25 to 35 pieces	23.50
Brisket pork	27.50
Bean pork	24.50
Plate beef	29.00
Extra plate beef, 200 lb. bbls.	30.00

COOPERAGE.

Ash pork barrels, black iron hoops	$1.55 @1.57½
Oak pork barrels, black iron hoops	1.80 @1.85
Ash pork barrels, galv. iron hoops	1.75 @1.77½
White oak ham tierces	@3.12½
Red oak lard tierces	2.22½@2.25
White oak lard tierces	2.42½@2.45

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago	@25
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago	@21½
Nut, 1 lb. cartons, f.o.b. Chicago	@18
(30 and 60 lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago	@16

DRY SALT MEATS.

Extra short clears	@14¼
Extra short ribs	@14¼
Short clear middles, 60-lb. avg.	@15
Clear bellies, 18@20 lbs.	@15¾
Clear bellies, 14@16 lbs.	@16⅜
Rib bellies, 20@25 lbs.	@15⅝
Rib bellies, 25@30 lbs.	@15½
Fat backs, 10@12 lbs.	@12¾
Fat backs, 14@16 lbs.	@13¾
Regular plates	@13¼
Butts	@11¼

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@28½
Fancy skd. hams, 14@16 lbs.	@30
Standard reg. hams, 14@16 lbs.	@27
Picnics, 4@8 lbs.	@23
Fancy bacon, 6@8 lbs.	@33
Standard bacon, 6@8 lbs.	@28½
No. 1 Beef Ham Sets, smoked—	
Insides, 8@12 lbs.	@46½
Outsides, 5@9 lbs.	@39
Knuckles, 5@9 lbs.	@42½
Cooked hams, choice, skin on, fatted	@43
Cooked hams, choice, skinned, fatted	@44
Cooked hams, choice, skinless, fatted	@46
Cooked picnics, skin on, fatted	@32
Cooked picnics, skinned, fatted	@33
Cooked loin roll, smoked	@49

ANIMAL OILS.

Prime edible lard oil	@15¾
Headlight burning oil	@13¾
Prime W. S. lard oil	@13½
Extra W. S. lard oil	@13¼
Extra lard oil	@12½
Extra No. 1 lard oil	@12¼
No. 1 lard oil	@11¾
No. 2 lard oil	@11⅝
Acidless tallow oil	@11¼
20 C. T. neatsfoot oil	@18¼
Pure neatsfoot oil	@14½
Special neatsfoot oil	@12¾
Extra neatsfoot oil	@12½
No. 1 neatsfoot oil	@12

LARD.

Prime steam, loose	@11.90
Prime steam, cash in tierces	@11.95
Kettle rendered, tierces	@12⅞
Refined lard, boxes, N. Y.	@13.50
Leaf, raw	@12.50
Neutral	@15.50
Compound	@12.50

OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces	13 @13¼
Oleo stocks	@12¼
Prime No. 1 oleo oil	12½@12¾
Prime No. 2 oleo oil	12 @12¼
Prime No. 3 oleo oil	11¾@12
Prime oleo stearine, edible	@11

TALLOWS AND GREASES.

Edible tallow, under 1% acid, 45 titre	9⅛@ 9¼
Prime packers tallow	9¼@ 9½
No. 1 tallow, 10% f.f.a.	8½@ 8¾
No. 2 tallow, 40% f.f.a.	7½@ 7¾
Choice white grease	9½@ 9¾
A-White grease	8¾@ 9
B-White grease, max., 5% acid	8½@ 8¾
Yellow grease, 10@15 f.f.a.	8⅛@ 8⅜
Brown grease, 40% f.f.a.	7½@ 7¾

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, nom., prompt	@ 8⅛
White, deodorized, in bbls. c.a.f. Chgo.	@10¾
Yellow, deodorized, in bbls.	10⅜@10½
Soap stock, 50% f.f.a., f.o.b.	@ 2⅝
Corn oil, in tanks, f.o.b. mills	8½@ 8¾
Soya bean, seller's tank, f.o.b. coast	9¼@ 9½
Cocoanut oil seller's tanks, f.o.b. coast	@ 7⅞
Refined in bbls., c.a.f., Chicago, nom.	10 @10⅛

SPICES.

	Whole.	Ground.
Allspice	25	28
Cinnamon	15	18
Cloves	34½	38
Coriander	7	10½
Ginger	..	18
Mace	1.05	1.10
Nutmeg	..	38
Pepper, black	42	46
Pepper, Cayenne	..	40
Pepper, red	..	35
Pepper, white	58½	62½

Retail Section

Boning and Rolling Lamb

Teaching the Trade How to Increase Lamb Sales

Reports on the success of the lamb consumption campaign from week to week have been highly gratifying. Even a greater interest in lamb has been stimulated through a new feature just introduced into the program.

This feature is in the form of contests for retailers on boning and rolling the breast of lamb, using the new methods advocated in this campaign.

The first contest of this nature was held in connection with the campaign at Milwaukee, Wis., on September 10. Its success more than justified a continuance of the plan, and as a result keen competition has been developed in each of the cities visited since. The time of one minute and two seconds set by the winner in Milwaukee has not yet been equalled, however.

Real Campaign Activity.

An observer during the final day of the Milwaukee campaign was greatly impressed by the activity attending the preparations for the evening meeting, and by the meeting itself.

An observer circulating among the groups of retailers standing about waiting for the meeting to start found a general feeling that they were going to learn something worth while. He found any number of them who had attended a similar meeting earlier in the week, and were present to get a better knowledge of how this improved lamb cutting is accomplished.

One of the latter class said that he had been in business for thirty years, and that this lamb demonstration was the best thing he had ever seen.

"I'm not afraid of getting stuck with lamb any more," he said. "I'm especially strong for this rolled breast."

Another retailer said he bought the lamb that was cut up at the previous meeting. "I never saw a lamb go like that one did. I never did handle much lamb before, but this has taught me a lesson."

Retail Secretary Well Pleased.

Emil Priebe, Secretary of the Wisconsin Retail Market Men's Association, was one of the big boosters throughout the Milwaukee lamb campaign.

"There is no question of the value of these new lamb cutting methods to the retailer," said Mr. Priebe. "The boys have certainly shown that they appreciate what the National Live Stock and Meat Board and the lamb men have done for them in bringing out this new information."

Showed How to Cut Lamb.

Following preliminary remarks by R. C. Pollock, general manager of the National Live Stock and Meat Board, and K. H. Clarke, manager of the Plankinton Packing Co., D. W. Hartzell, the lamb wizard, proceeded to demonstrate the art of cutting lamb so as to utilize it to the best advantage. The audience was tense throughout the twenty or thirty minutes of his demonstration. There was no mistaking the fact that everyone present was vitally interested.

Then came the breast rolling contest. Those in charge had been afraid that some trouble might be experienced in getting volunteer contestants to display their skill, or lack of it, before a large audience. These fears proved groundless, however. The call for contestants brought more volunteers than could be handled.

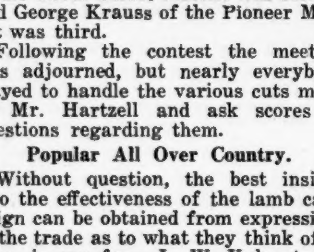
Alfred B. Ferko, of the Independent Packing House Market, was the winner, completing his rolled breast in the surprisingly short time of one minute and two seconds. William J. Schmidler of the Booth Street Market was second, and George Krauss of the Pioneer Market was third.

Following the contest the meeting was adjourned, but nearly everybody stayed to handle the various cuts made by Mr. Hartzell and ask scores of questions regarding them.

Popular All Over Country.

Without question, the best insight into the effectiveness of the lamb campaign can be obtained from expressions of the trade as to what they think of it. Here is one from L. W. Kube, traffic manager of the St. Paul Union Stockyards Company:

"Just want to let you know the lamb demonstration here at St. Paul and South St. Paul met with great favor. Mr. Hartzell certainly made a very fine presentation of his subject."



TELLS YOU HOW TO DO IT.

Copies of this booklet may be obtained by sending 2c stamp with request to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Dean W. C. Coffey of the University of Minnesota, and a director of the National Wool Growers Association, who lent valuable assistance in the St. Paul campaign, writes as follows:

"As you perhaps know, I have taken considerable interest in the cutting of lamb and mutton in times past. I felt that our retail shops were not giving enough attention to the methods of cutting sheep and lamb carcasses; that if more study were given this matter lamb and mutton cuts could be made much more attractive to consumers. The demonstration clearly brought out my convictions along this line. It was very gratifying, indeed, to me to note the eager interest of the dealers assembled. I think the campaign is doing a very fine piece of work and I sincerely hope funds may be secured for continuing it in the future."

What a Restaurant Man Says.

From The Eat Shops, a chain of restaurants in St. Paul and Minneapolis:

"Mr. J. S. Bangs, manager of Swift & Company, South St. Paul, advises me that you were responsible for the recent lamb demonstrations in St. Paul. We cannot express to you how much we appreciated the opportunity to see these demonstrations but will endeavor to do so through a marked increase in our lamb consumption and endeavor upon our part to educate more of our patrons to eat lamb.

"In the past we have only sold lamb legs, loin chops and lamb stew, buying only these parts and leaving the balance to the packer, naturally paying the premium over the price of the whole lamb to get what we considered the best cuts, and by these demonstrations we have been educated to purchase the whole lamb and have found upon doing so that we can profitably sell all of it. Furthermore, we have found by purchasing and cutting up the whole carcass it reduces our food cost several per cent on this item.

"While we imagine these demonstrations were primarily for the butcher, we strongly advise and ask you to include the membership of the National Restaurant Association when inviting those that you wish to see the demonstrations in the various towns and cities visited. I am sure that you would find this would develop into business mutually profitable both to your members and the members of our restaurant association."

Display Boosted Lamb Sales.

This is what Tittle Bros. Packing Company of St. Paul had to say:

"Your Mr. Hartzell dropped into our market during his stay in the Twin Cities and suggested we permit him to install a window display of lamb cuts. On Saturday we put on a special sale on lamb cuts, figuring to benefit by this display. We finished the day's business with a 32% increase in our sale of lamb cuts over the previous Saturday special lamb sale."

Tell This to Your Trade

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

HOT MEAT SALAD.

With the approach of cooler weather, many of your customers will, no doubt, serve hot salads in place of the cold ones that have appeared on their tables during the summer. Here is a hot salad that is "different" and that should be of interest to housewives. Place it under the glass of a showcase or in some other conspicuous place where they will see it.

Two cups of cooked, cubed chicken, pork or veal; one-half tablespoon of lemon juice or mild vinegar; two cups of cooked salad dressing or rich cream sauce; one pimento cut in strips; one cup of cooked peas or string beans; one tablespoon of grated onion; salt and pepper to taste.

Combine the seasoning and lemon juice, add to the meat and marinate for one hour or more. Add the vegetables and the hot salad dressing or the cream sauce well seasoned. Add the meat mixture and let stand until all is well heated. Serve with a garnish of parsley and strips of pimento.

BUILDS UP HIS OWN CHAIN.

Carl H. Krieg is the owner of three busy meat markets in Manitowoc and Two Rivers, Wis. Mr. Krieg followed in the footsteps of his father and at the age of 14 started in the retail meat trade. He was first connected with the Cudahy Brothers company, starting at Sheboygan and working at Milwaukee, Madison and Chicago for 25 years. This gave him a basic education in the meat business. He went to Manitowoc 19 years ago. His three shops have a combined personnel of 17 and two carloads of meat are used every week.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended Oct. 6, 1928:

Point of origin. Commodity.	Amount.
Canada—Quarters of beef	383
Canada—Vealers	360
Canada—Beef cuts	25,589 lbs.
Canada—Veal cuts	200 lbs.
Canada—Pork cuts	159,048 lbs.
Canada—Smoked pork	4,488 lbs.
Canada—S. P. hams	1,437 lbs.
Paraguay—Canned corned beef	27,000 lbs.
Italy—Sausage	3,435 lbs.
Italy—Hams	86 lbs.
Ireland—Smoked pork	3,137 lbs.
Germany—Sausage	2,540 lbs.
Germany—Hams	2,540 lbs.
Germany—Bacon	2,300 lbs.
Hungary—Dry sausage	220 lbs.

NEWS OF THE RETAILERS.

Louis Conda has opened a grocery and meat market at 1616 Fifth Ave., Moline, Ill.

Wilbus Nicholson, Carpenter, Ia., has sold his retail meat business to Albert Petersen.

E. F. Clark has purchased the meat market of R. Neilson, Liscomb, Ia.

Frank Raska has engaged in the retail meat business in Alliance, Neb.

W. C. Douglas has opened a retail meat business in Alliance, Neb.

Robert Ziegelman has purchased the Sanitary Meat Market from W. A. Weed, Rice Lake, Wis.

L. A. Lepiane of the Central Grocery, Hollister, Calif., is adding a meat department.

J. E. Bilte has purchased the Hunter Meat Market, Hunter, Kan., from Joe Echer.

W. A. Stilwell has engaged in the meat and grocery business at 414 South Fourteenth St., Independence, Kan.

E. J. Ward, Prosser, Wash., has consolidated his meat market with J. S. Miller. The business will be conducted under the name of the Oak Market.

The Othan Market has opened for business at Brookings, Ore.

Roy R. Pool and C. W. Smith, 223 North K St., Tacoma, Wash., have been succeeded in the meat and grocery business by George Johnson.

Harry Pennington has bought the Jeffry Meat Market, Tecumseh, Neb.

The Gottes Market has been opened for business at 701 Haight St., San Francisco, Calif.

H. Culver has purchased the retail meat business of A. J. Symens, Goldendale, Wash.

The College Market has been opened at 3832 Mission St., San Francisco, Calif.

W. C. Douglas has opened a retail meat business in Aurora, Neb.

The Home Market, Astoria, Ore., is to be remodeled and reopened under the name of the Niagara Meat Market. John Strain will be the manager.

Charles Milliken, Oswego, Kan., has added a meat department to his grocery store.

Fred Schmeidescamp, who was engaged in the retail meat business in Wayne, Neb., for six years, has purchased a business in Walthill, Neb.

The O. K. Grocery, Seward, Neb., has added a meat department.

Heney Foss has purchased the retail meat business of Howard Page, Hancock, Mich.

Arthur Comnick has bought the Quality Meat Market, Jackson, Minn.

John A. Lokken, Windom, Minn., has sold his meat market to M. S. Porter.

W. B. Whitson has engaged in the retail meat business in Grafton, N. Dak.

Earl G. Duding and W. H. Manser are opening a grocery and meat market in Ellsworth, Wis.

Herman Berger has discontinued his meat business in Medford, Wis.

A new retail meat business has been started by Nic. S. Thelen at 5510 North Ave., Milwaukee, Wis.

Ralph Bartlett has bought the City Cash Market, Red Wing, Minn.

TOLEDO MEAT DEALERS.

The Toledo Retail Meat Dealers Association started their vocational training classes for the fall term beginning Wednesday, October 10th.

A good attendance was a big feature at these meetings last year. It is expected that those who attended last year will come again this year and bring along their friends. These meetings are open to any one interested in the meat business.

On October 24th, Ernie Meader will keep open house at his Lakeside Cottage to the members of the association. Sauerkraut, spare ribs and pig knuckles will be served.

New York Section

AMONG RETAIL MEAT DEALERS.

Some of the important matters discussed at the meeting of the Bronx Branch on Wednesday evening of last week included a recommendation, offered and accepted, that an effort be made to have the tariff rates on meats shipped to the United States reduced in order to lessen the cost at wholesale. The branch also recommended to the state association, if approved by them, that the killing of calves be prohibited for six months, in order to increase the production of cattle and do away with the shortage of beef.

It was decided to have cards placed in the markets of the various members to show the public that the branch was working for their welfare by trying to reduce the price of meat to the consumer.

There were various committee reports, including one by the ball committee which was more than favorable. The door prize, a very fine meat cleaver donated by Frank Ruggerio, was won by Fred Vogelsang. The new constitution and by-laws were distributed and it is the desire of the officers that the members become thoroughly acquainted with them. Business Manager Fred Hirsch, as usual, made a plea for new stock for the calfskin association.

—

Following closely upon the opening of his second retail meat market Harold Heim, an active member of Ye Olde New York Branch, announced the arrival at his home on September 14th of a second child, Rosanne Carol, 7½ lb. girl.

—

Frank Kunkel, a member of the Washington Heights Branch, and Mrs. Kunkel, a member of the Ladies' Auxiliary, are receiving the congratulations of their friends in the trade on the arrival of a little grandson.

—

William Kramer, vice-president of Kramer Brothers and a member of Ye Olde New York Branch and Mrs. Kramer, corresponding secretary of the Ladies' Auxiliary, celebrated the eleventh anniversary of their wedding by a dinner and theatre party on October 9th.

—

Anna Kramer, the younger daughter of Mr. and Mrs. William Kramer, is recuperating after an operation.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ended Oct. 6, 1928, with comparisons, as follows:

Western Drsd. Meats:	Week ended Oct. 6.	Prev. week.	Cor. week, 1927.
Steers, carcasses ...	8,213	7,736	7,751½
Cows, carcasses ...	1,205	904	556½
Bulls, carcasses	161	104	187
Veals, carcasses	9,407	8,939	8,369
Lambs, carcasses ..	26,432	27,565	28,127
Mutton, carcasses ..	3,129	3,591	3,558
Beef cuts, lbs.	797,143	738,416	304,206
Pork cuts, lbs. ..	1,732,004	1,037,425	865,994
Local slaughters:			
Cattle	9.415	8,414	9,488
Calves	14,313	12,604	15,196
Hogs	45,318	46,600	39,644
Sheep	61,151	61,618	50,162

1928 RED CROSS ROLL CALL.

The wholesale meat trade in New York City again this year is cooperating actively with the American Red Cross in its Roll Call membership appeal, which opens annually on Amistice Day for the support of its extensive metropolitan welfare and relief and public health program. G. J. Edwards, of Swift and Company, heads the activities as volunteer chairman of the special wholesale meats group, and will follow essentially the same plan of intensive effort which has brought such generous response from the personnel of the field in previous years. W. E. Frost will assist Mr. Edwards to facilitate the work of the group.

The retail meat trade will also be intensively covered in the campaign organization. The roll call effort in this line will be directed by Philip Gerard, of the New York State Association of Retail Meat Dealers, who also took an active part in the 1927 Roll Call.

This group is one of approximately 175 now being formed under the Roll Call plan of committee organization of the entire city. Each group, industrial, mercantile, or professional, will be directed as in the past by a representative leader in that field, serving as volunteer chairman, many of whom have already served in the same capacity in earlier roll calls.

Aid for ex-service man and his dependents still constitutes a large factor of the Red Cross program in New York, and government officials estimate that the peak of this work will not be reached before 1932. More than 3,345 disabled veterans, men still in service and dependents received Red Cross service, during the year, covering legal help, money loans and medical advice. Employment was found for 674 crippled or otherwise disabled veterans.

More than 600,000 surgical dressings were made for twenty city hospitals under the public health program, which, in addition to disaster relief preparedness, includes nursing service, first aid, and work in home hygiene and care of the sick.

THOS. HALLIGAN TESTIMONIAL.

On Wednesday evening of last week Thomas Halligan, sheep and lamb buyer for J. J. Harrington & Company, was tendered a dinner at the Biltmore Hotel by 150 of his friends in the trade. The occasion was Mr. Halligan's 76th birthday and was a sort of double celebration, as his golden wedding anniversary occurs November 24th. Samuel Sanders of Jersey City was toastmaster and the speakers included Walter Blumenthal, president of the United Dressed Beef Company; G. H. Shamberg; W. A. Lynde, general manager in the New York district of Wilson & Company; H. G. Mills, New York Butchers Dressed Meat Co.; G. Shannon and D. A. Harrington. Mr. Halligan was presented with a sack of gold.

If meats get wet and slimy in your ice box, write to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

NEW YORK NEWS NOTES.

J. W. Burns, laboratory department, Wilson & Company, Chicago, was a visitor to the city this week.

—

E. C. Tompkins, branch house department, Swift & Company, Chicago, was in New York during the week.

—

W. T. Hurd, poultry department, Swift & Company's New York central office, is spending a vacation hunting.

—

A. H. Ruf, head of the construction department, Cudahy Packing Company, Chicago, spent a few days in New York this week.

—

W. F. McClellan and Louis Barr, safety and sanitation department, Armour and Company, Chicago, were in New York during the week.

—

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ended September 29, 1928: Meat.—Brooklyn, 151 lbs. The following is a report for the week ended October 6, 1928: Fish.—Bronx, 30 lbs.

—

Harry Woodruff, former vice-president of the Brecht Company, New York, writes from his home at Palm Beach, Fla., that the work of wiping out the marks of the recent hurricane is progressing, and that Florida will be ready to welcome its Northern friends by the end of November. Harry hopes they will all come down to see him. He is a West Palm Beach "city father," and works hard at his "dollar-a-year" job.

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal and city inspection for the week ended Oct. 6, 1928, with comparisons, are officially reported as follows:

Western dressed meats:	Week ended Oct. 6.	Prev. week.	Cor. week, 1927.
Steers, carcasses	2,002	2,386	2,939
Cows, carcasses	2,509	2,442	3,289
Bulls, carcasses	34	31	6
Veals, carcasses	1,295	1,330	1,207
Lambs, carcasses	16,565	18,675	12,472
Mutton, carcasses	518	692	475
Pork, lbs.	498,891	364,793	162,273
Local slaughters:			
Cattle	1,732	2,958	1,315
Calves	1,630	1,547	1,097
Hogs	12,569	9,688	4,363
Sheep	5,584	3,804	5,183

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., for the week ended Oct. 6, 1928, with comparisons, were as follows:

Western dressed meats:	Week ended Oct. 6.	Prev. week.	Cor. week, 1927.
Steers, carcasses	2,002	1,892	2,272
Cows, carcasses	1,207	1,015	1,057
Bulls, carcasses	362	364	406
Veals, carcasses	1,760	1,983	1,849
Lambs, carcasses	11,519	12,027	12,454
Mutton, carcasses	1,590	1,847	1,493
Pork, lbs.	588,014	502,568	210,374
Local slaughters:			
Cattle	1,243	1,142	1,823
Calves	1,976	2,112	2,142
Hogs	14,532	15,352	15,313
Sheep	5,258	5,582	5,422

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NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good .... $14.00@14.50
Cows, medium .... 7.75@ 9.00
Bulls, light to medium............ 7.25@ 8.25

LIVE CALVES.

Veals, good and ch.................. $18.50@19.00
Calves, com. to med................ 8.00@ 8.50

LIVE SHEEP AND LAMBS.

Lambs, good to choice............... $13.50@14.25
Lambs, medium .... 12.00@13.25
Ewes, fat .... 5.00@ 7.00

LIVE HOGS.

Hogs, 160-210 lbs...................... @11
Hogs, medium .... @11
Hogs, 120 lbs........................... @10¼
Roughs .... @ 8¾
Good Roughs .... @ 9

DRESSED HOGS.

Hogs, heavy .... @17
Hogs, 180 lbs........................... @17½
Pigs, 80 lbs............................ @18¾
Pigs, 80-140 lbs........................ @18¼

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy....................28 @29
Choice, native light....................28 @29
Native, common to fair..................26 @27

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs..............28½@30
Native choice, yearlings, 400@600 lbs..26½@28
Good to choice heifers..................24 @27
Good to choice cows.....................19 @24
Common to fair cows.....................15 @17
Fresh bologna bulls.....................14½@15

BEEF CUTS.

	Western	City.
No. 1 ribs..............	@30	32 @35
No. 2 ribs..............	@26	28 @31
No. 3 ribs..............	@18	25 @27
No. 1 loins	@34	40 @44
No. 2 loins	@31	36 @38
No. 3 loins	@19	34 @35
No. 1 hinds and ribs....25	@28	28 @33
No. 2 hinds and ribs....22	@24	24 @27
No. 3 hinds and ribs....20	@21	18 @23
No. 1 rounds...........	@24	24 @25
No. 2 rounds...........	@23	22 @23
No. 3 rounds...........	@18	21 @22
No. 1 chucks...........	@19	24 @26
No. 2 chucks...........	@17	22 @23
No. 3 chucks...........	@13	20 @21
Bolognas	@ 6	15½@16½
Rolls, reg., 6@8 lbs. avg...........		22 @23
Rolls, reg., 4@6 lbs. avg...........		17 @18
Tenderloins, 4@6 lbs. avg...........		60 @70
Tenderloins, 5@6 lbs. avg...........		80 @90
Shoulder clods		10 @11

DRESSED VEAL AND CALF.

Prime veal .... @31
Good to choice veal.....................28 @30
Med. to common veal.....................23 @26
Good to choice calves...................21 @25
Med. to common calves...................17 @21

DRESSED SHEEP AND LAMBS.

Lambs, prime ....25 @27
Lambs, good ....23 @24
Sheep, good ....13 @16
Sheep, medium ....11½@12½

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. average ....24 @25
Pork tenderloins, fresh.................60 @65
Pork tenderloins, frozen................55 @60
Shoulders, city, 10@12 lbs. avg.........22 @23
Shoulders, Western, 10@12 lbs. avg..20 @21
Butts, boneless, Western................28 @29
Butts, regular, Western.................25 @26
Hams, Western, fresh, 10@12 lbs. avg.22 @23
Hams, city, fresh, 6@10 lbs. avg........26 @27
Picnic hams, Western, fresh, 6@8 lbs. average ....18 @19
Pork trimmings, extra lean..............28 @29
Pork trimmings, regular, 50% lean....18 @19
Spareribs, fresh ....17 @18

SMOKED MEATS.

Hams, 8@10 lbs. avg.....................25½@26
Hams, 10@12 lbs. avg....................25½@26
Hams, 12@14 lbs. avg....................25½@26
Picnics, 4@6 lbs. avg...................21 @22
Picnics, 6@8 lbs. avg...................20 @21
Rollettes, 6@8 lbs. avg.................20 @21
Beef tongue, light ....38 @40
Beef tongue, heavy ....42 @44
Bacon, boneless, Western................25 @26
Bacon, boneless, city...................22 @23
Pickled bellies, 8@10 lbs. avg..........18 @19

FANCY MEATS.

Fresh steer tongues, untrimmed.. 32c a pound
Fresh steer tongues, l. c. trm'd.. 44c a pound
Sweetbreads, beef .... 70c a pound
Sweetbreads, veal ....$1.00 a pair
Beef kidneys .... 20c a pound
Mutton kidneys .... 11c each
Livers, beef .... 40c a pound
Oxtails .... 16c a pound
Beef hanging tenders .... 28c a pound
Lamb fries .... 10c a pair

BUTCHERS' FAT.

Shop fat .... @ 2¾
Breast fat .... @ 4½
Edible suet .... @ 6
Cond. suet .... @ 5½

GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 Veals..	26	2.90	3.25	3.45	4.60
Prime No. 2 veals..	24	2.70	3.00	3.20	4.35
Buttermilk No. 1....	23	2.55	2.90	3.10	....
Buttermilk No. 2....	21	2.35	2.65	2.85	....
Branded Gruby	12	1.40	1.65	1.85	2.00
Number 3			At Value		

LIVE POULTRY.

Fowls, colored, per lb., via express.... @34
Ducks, Long Island...................... @30
Pigeons, per pair, via freight or express @35

BUTTER.

Creamery, extras (92 score)............ @48
Creamery, first (88 to 89 score)........44½@45¼
Creamery, seconds.......................43 @44
Creamery, lower grades..................42 @42½

EGGS.

(Mixed colors.)

Extras ....38 @41
Extra firsts ....34 @36
Firsts ....30¾@33
Checks ....29 @30½

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry picked—12 to box—fair to good:
Western, 60 to 65 lbs. to dozen, lb...31 @34
Western, 48 to 54 lbs. to dozen, lb..30 @32
Western, 43 to 47 lbs. to dozen, lb..28 @30
Western, 36 to 42 lbs. to dozen, lb..27 @29
Western, 30 to 35 lbs. to dozen, lb..25 @27

Fowls—fresh—dry pkd.—prime to fcy.—12 to box:
Western, 60 to 65 lbs. to dozen, lb.. @35
Western, 48 to 54 lbs. to dozen, lb.. @33
Western, 43 to 47 lbs. to dozen, lb.. @31
Western, 36 to 42 lbs. to dozen, lb.. @30
Western, 30 to 35 lbs. to dozen, lb.. @28

Fowls—frozen—dry pkd.—fair to good—12 to box:
Western, 60 to 65 lbs., lb..............29 @32
Western, 55 to 59 lbs., lb..............29 @31
Western, 43 to 47 lbs., lb.............. @27
Western, 30 to 35 lbs., lb..............24 @26

Ducks—
Long Island, spring..................... @25
Turkeys—Western—spring ....55 @60

Squabs—
White, 11 to 12 lbs. to dozen, per lb.60 @65
Squabs, 9 lbs...........................55 @60

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended Oct. 4, 1928:

	Sept. 28	29	Oct.1	2	3	4
Chicago	47	47	47	47	47	47½
New York	48	48	47½	47½	48½	48½
Boston	48½	48½	48	48	48½	48½
Phila.	49	49	48½	48½	49½	49½

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

46½	46¾	46¾	46¾	46¾	47

Receipts of butter by cities (tubs).

	This week.	Last week.	Last year.	—Since Jan. 1— 1928.	1927.
Chicago	32,801	27,084	26,358	2,512,205	2,627,433
N. Y.	47,555	53,305	51,670	2,767,079	2,943,528
Boston	14,934	15,210	14,701	1,052,561	1,041,684
Phila.	14,269	16,194	10,632	906,709	883,570
	109,559	111,793	103,361	7,238,554	7,496,215

Cold storage movement (lbs.):

	In Oct. 4.	Out Oct. 4.	On hand Oct. 5.	Same week-day last year.
Chicago ...	....	150,273	20,371,401	26,386,737
New York.	26,362	91,314	16,305,517	21,794,389
Boston	9,720	47,143	10,523,909	12,421,638
Phila.	17,570	68,656	6,056,023	5,031,725
	53,652	357,386	53,256,850	65,634,489

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs. .... @ 2.40
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.......... @ nom.
Blood, dried, 15-16% per unit....... @ 4.50
Fish scrap, dried, 11% ammonia 10% B. P. L., f.o.b. fish factory......5.10 & 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L. ....4.90 & 10c
Fish scrap, aciduated, 6% ammonia, 3% A. P. A., f.o.b. fish factory...4.00 & 50c
Soda Nitrate, in bags, 100 lbs. spot.. @ 2.15
Tankage, ground, 10% ammonia, 15% B. P. L., bulk.....................4.65 & 10c
Tankage, unground, 9@10% ammonia.4.35 & 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton .... @32.00
Bone meal, raw, 4½ and 50 bags, per ton .... @37.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat........... @10.50

Potash.

Manure salt, 20% bulk, per ton..... @12.40
Kalnit, 12.4% bulk, per ton........ @ 9.00
Muriate in bags, basis 80%, per ton. @36.40
Sulphate in bags, basis 90%, per ton. @45.70

Beef.

Cracklings, 50% unground........... @ 1.15
Cracklings, 60% unground........... @ 1.20

Meat Scraps, Ground.

50% .... @65.00
55% .... @70.00

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs. .... 95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs. .... @ 75.00
Black hoofs, per ton................ 45.00@ 50.00
Striped hoofs, per ton.............. 45.00@ 50.00
White hoofs, per ton................ @ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces .... @100.00
Horns, avg. 7½ oz. and over, No. 1s.300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s.250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s.200.00@225.00

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ended Oct. 6, 1928, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	5,959	9,948	1,861	30,152
New York	1,404	4,376	21,035	6,709
Central Union	2,733	1,350	434	22,097
Total	10,096	15,674	23,330	58,958
Previous week	8,103	13,408	22,329	60,934
Two weeks ago ...	8,097	12,295	21,649	49,005